THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

1878—FOR 52 YEARS THE CANNED FOODS AUTHORITY—1930

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Hard boiled . . . *but true*

IF the Can Company from whom you buy Cans hasn't the resources to offer every possible facility of service—you aren't getting the most out of your dollars. If resources aren't there to have the finest equipment—to hire the finest brains—well, you're bound to miss out in some degree. Sounds hard boiled—but it's true.

When you're buying cans, resources are most important. Which is one reason why for so many canners American Can Company is the first and only choice. Thanks to great research laboratories—and to men working in them day and night, Canco customers are usually the first to profit in the discovery of new types of containers, new methods of preparing and packing products. Deliveries—swift and certain—are taken care of by a network of plants, located in the major canning centers of the country.

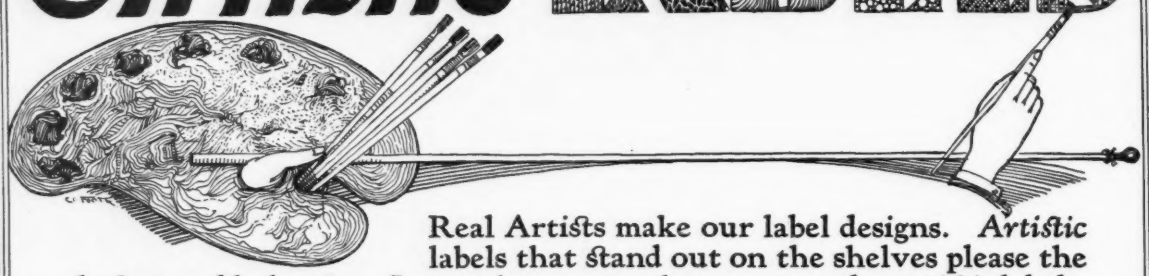
Number 9 of a Series

The story of the American Can Company—of which this is Chapter 9—is a story which will be interesting to everyone connected with the packing of quality canned foods. These advertisements are a regular feature of this magazine. It will be well worth your while to read them.

Because Canco does have all these facilities of experience, of resources and brains—we are able to serve you the way you want to be served. Whatever or wherever your problem may be, let Canco take care of your requirements. The Canco men who serve you are backed by every conceivable resource necessary to render the highest type of help.

AMERICAN CAN COMPANY

Artistic LABELS



Real Artists make our label designs. *Artistic* labels that stand out on the shelves please the dealers and help sales. Let us show you what we mean by *artistic* labels. "U. S." Labels speed up production because they work right on automatic labelers.

BRAND NAMES

It is unsafe to adopt a new brand without first making a thorough investigation to ascertain whether or not the name is already in use.

We maintain at our Cincinnati factory a Bureau of Trade Marks where information regarding brand names—both registered and unregistered—may be had without charge.

The United States Printing & Lithograph Co.

CINCINNATI 55 Beech St. | BROOKLYN 98 N. 3rd St. | BALTIMORE 439 Cross St.

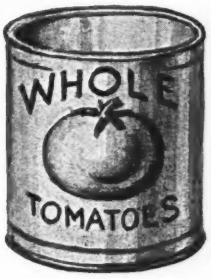
COLOR PRINTING HEADQUARTERS

AYARS LATEST MODEL

CUT STRING BEAN and TOMATO FILLER

FOR CUT STRING BEANS

FOR TOMATOES



Also For Beets, Cherries, Plums etc.

PAID UP CAPITAL $600,000.00 J. K. ARMSBY'S CODE

IOWA CANNING COMPANY

FACTORIES:
VINTON, IOWA
LA PORTE CITY, IOWA
STORM LAKE, IOWA
SAC CITY, IOWA
GARRISON, IOWA
SHELLSBURG, IOWA

MAIN OFFICE VINTON, IOWA
STORM LAKE
IOWA

Sept. 25, 1930.

Ayars Machine Company,
Salem, New Jersey.

Gentlemen:-

We are pleased to say that the Universal String Bean and Tomato Filling Machine purchased of you this season worked to our entire satisfaction, filling both beans and brine in a uniform manner.

Yours very truly,

Iowa Canning Company,
By

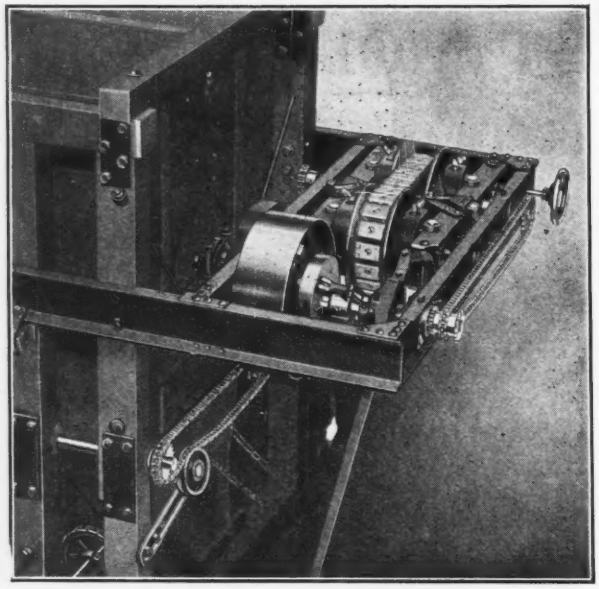
BM/S

Manufacturers of

Pea & Bean Fillers
Rotary Syruper
Hot Water Exhauster
Liquid Plunger Filler
Tomato Trimmer & Scalder
Tomato Corer
Process Clock
Corn & Milk Shakers
Beet Topper
Beet Grader
Beet Slitter
Beet Slicer
Tomato Washer
Can Cleaner
Can Sterilizer
Angle Hanger
Friction Clutch

AYARS MACHINE COMPANY

Salem. New Jersey



1928 MODEL VINER

MAXIMUM CAPACITY AT ALL BEATER SPEEDS

CONSTANT speed drive to *REEL* thru roller chain and live travellers mounted on *TIMKEN BEARING SHAFTS*.

VARIABLE speed drive to *BEATER CYLINDER ONLY*

Patented March 15, 1928
(REEVES Transmission)

CHISHOLM-RYDER COMPANY, Incorporated

NIAGARA FALLS, N. Y.

MANUFACTURERS OF

Green Pea Viners
Green Pea Feeders
Green Bean Graders
Green Bean Cleaners
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SPECIAL MACHINERY BUILT TO ORDER

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JAMES Q. LEAVITT COMPANY
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A. K. ROBINS & CO., INC.
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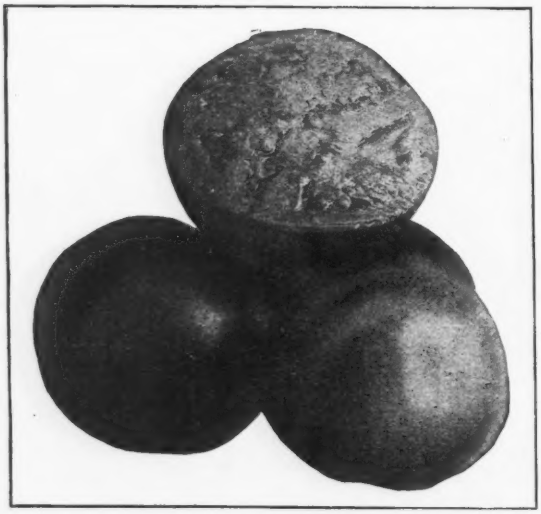
BROWN BOGGS FOUNDRY & MACHINERY COMPANY, Ltd.
Hamilton, Ontario

NORTHERN GROWN TOMATO SEED



PEA, BEANS, CORN AND ALL SEEDS USED BY THE CANNING AND PICKLING TRADE

We are Headquarters and Extensive Growers of all varieties of Tomatoes used by the

CANNING TRADE

and are always glad to quote prices, either for prompt shipment or future delivery, on

Bonny Best, Chalk's Jewel, Earliana, Favorite, Greater Baltimore, John Baer, Matchless, Red Rock, Stone, Marglobe, Red Head.

Our Stocks are unsurpassed for Earliness, Uuiformity and Trueness to Type and are largely used by the most critical canners in the trade.

Stock Put Up To Suit The Convenience Of The Canner

JEROME B. RICE SEED CO.

CAMBRIDGE, NEW YORK

THE BOOK YOU NEED----

CANNERS—Because it is an authorative treatise on the canning of every known food product, from the growing, through the building of the factory, the formulae, the times of process, to the final accounting of the profits. With Food Law Regulations governing each item.

PRESERVERS, PICKLERS, CONDIMENT MAKERS—Because it gives the latest and most reliable formulae for all preserves, jams, jellies, pickles, sauces, condiments, mince-meats, fruit juices etc.

DISTRIBUTORS—You will find the information, covering the above subjects, so interesting and valuable that you would not part with the book at any price. An education in food production, and a help in case of food law questions.

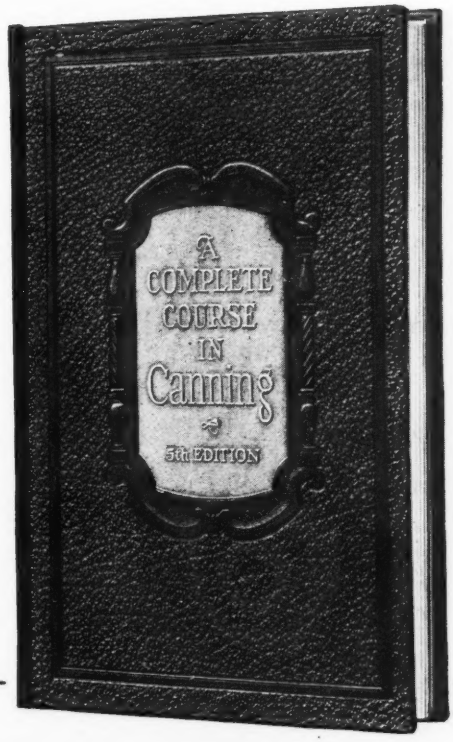
RETAILERS—Because you ought to understand the foods you hand over the counter, their process of production and the laws governing them.

DOMESTIC SCIENCE TEACHERS—Because it is a text book of higher education in food production of all kinds, in tin or glass. A history of food development, written as interestingly as a novel disclosing the truth about canned foods, their origin, development and production, such as is not obtainable elsewhere, and by an authority.

The Standard of The World

A Complete Course in Canning

Bound in Leatherette, Stamped in Gold
Size 6' x 9'
386 pages.



For Sale By All Supply Houses, Dealers, etc.

Price
$10.00
Postage Prepaid.

Published By
The Canning Trade
BALTIMORE, MD.

Publisher of the Industry's Literature

A New Size For 1931

There will be a larger size of the

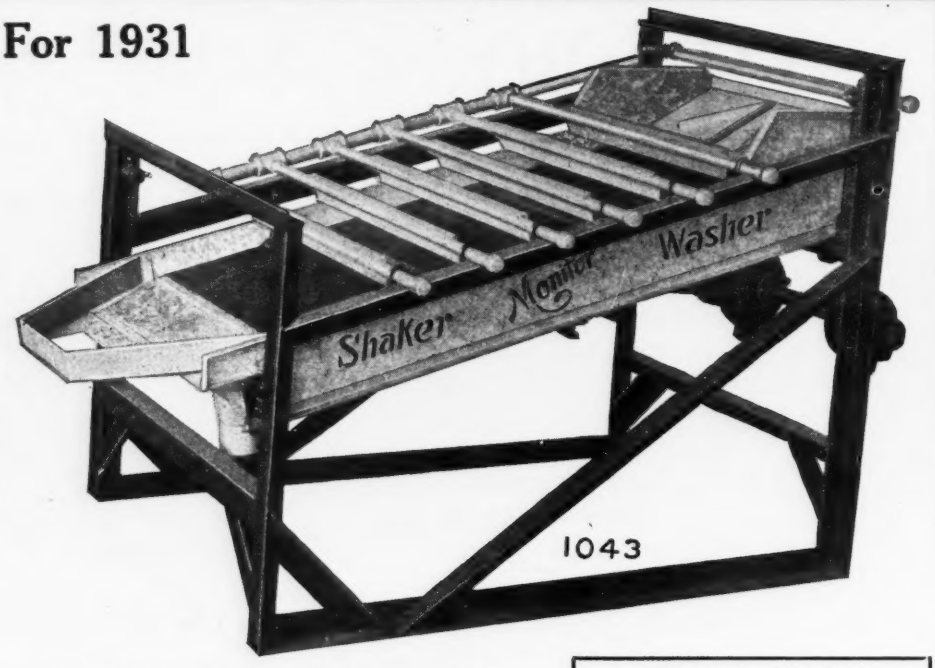
MONITOR SHAKER PEA WASHER

for the next pack -- a size with ample capacity for the fast line.

We have also worked out a few minor improvements to the machine and its work in removing Skins and Splits after the Blancher in 1931 will be found perfect.

SAVE HAND LABOR -- THIS MACHINE WILL DO IT.

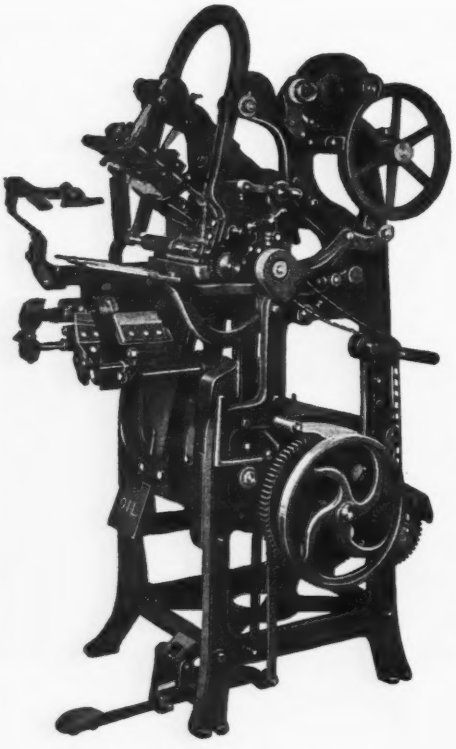
Prices are at their lowest level right now.



Canadian Plant
HUNTLEY MFG. CO., Ltd.
Tillsonburg, Ont.

HUNTLEY MFG. CO.
P. O. Drawer 25, BROCTON, N. Y.
(Formerly at SILVER CREEK, N. Y.)

SPECIAL AGENTS
A. K. Robins & Co., Inc., Balto., Md.
King Sales & Engineering Co.
75 Fremont St.
San Francisco, Cal.
Brown Boggs Ltd., Hamilton, Ont.
Cannon Supply Company
Salt Lake City, Utah



Labeling and Sauce - A 1

For years

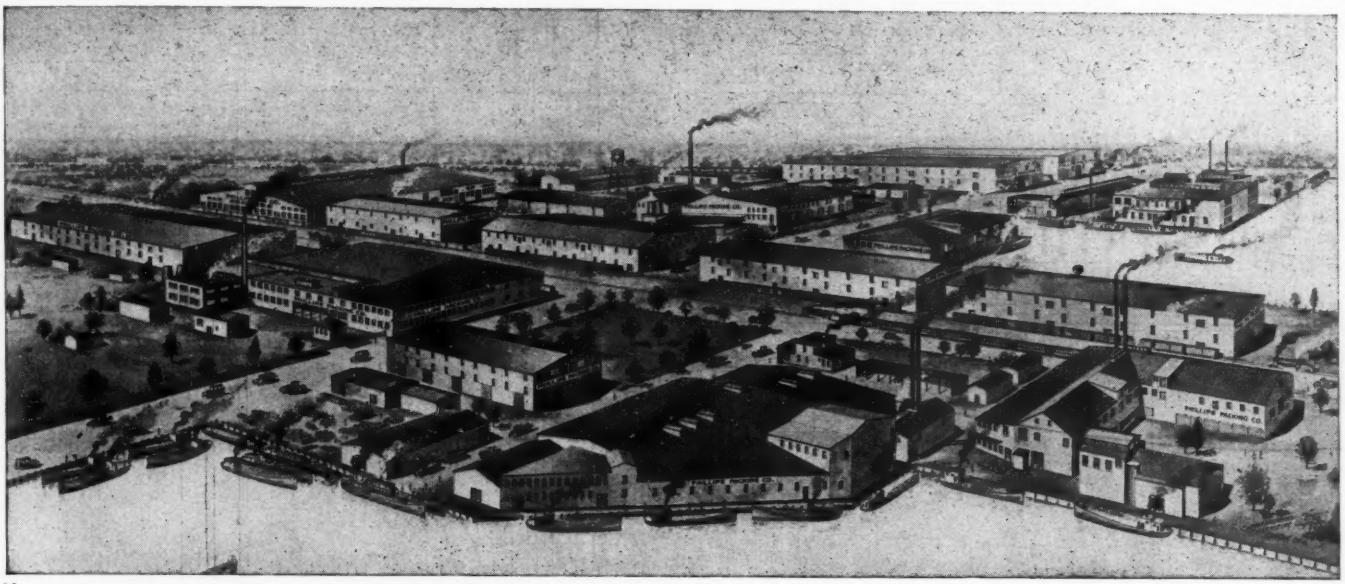
ERMOLD LABELERS

have labeled A 1 sauce, internationally known for its excellence. Pick up a bottle anywhere - inspect the quality of the labeling finish. A Quality product should have a quality finish. Has yours?

Ermolds give the peak of operating efficiency at a surprisingly low cost of upkeep.

Edward Ermold Co.

Largest Manufacturers of QUALITY Labeling Machines
Hudson, Gansevoort and Thirteenth Sts.
NEW YORK CITY, N. Y.
BRANCHES—And Agencies Throughout the World



Plants of the

PHILLIPS CAN COMPANY

Manufacturers of Packers Sanitary Cans

Division of the

PHILLIPS PACKING COMPANY

Packers of HIGH CLASS FOOD PRODUCTS

CAMBRIDGE, MARYLAND, U. S. A.

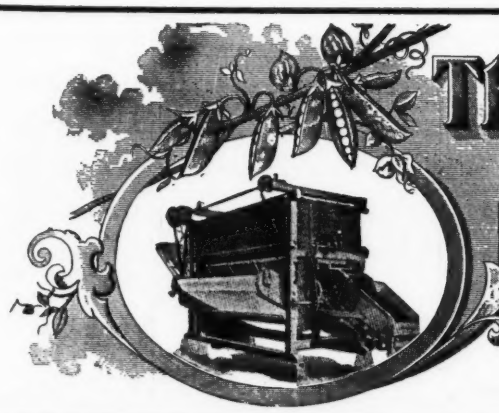
PHILLIPS SALES CO. Inc.,

BROKERS and COMMISSION

Canned Foods and Canners' Supplies

Located in the heart of Maryland's great packing industry.
Brokers and representatives desired in all markets.
Packers' accounts solicited.

CAMBRIDGE, MD. U. S. A.



The Scott Viner Co.

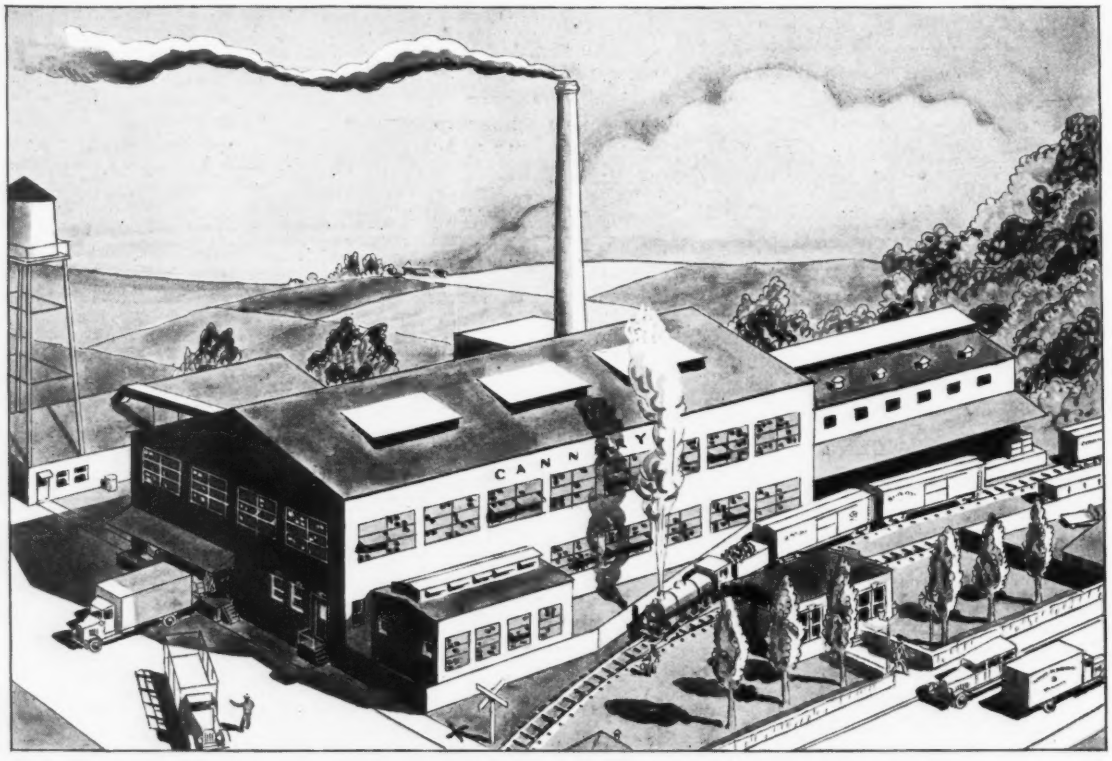
PEA HULLING MACHINERY.

773 E. MARKISON AVENUE

Columbus, Ohio

THOM A. SCOTT (FORMER MANAGER OF THE LIQUIDATED CHISHOLM-SCOTT CO.) GEN. MGR.

CONTINENTAL SERVICE scores again!



The severe drought was but one of many perplexing problems that Canners everywhere had to contend with in 1930.

In the end, it became a year where service was the most important and contributing factor to the success of many packs. Whether it was a question of research or the "rushing through" of extra shipments of cans, Continental served its customers well.

A trained organization of "Partners in the business" . . . ample manufacturing facilities and many plants located at advantageous points of distribution, all were instrumental in enabling Continental to so ably meet the unusual needs of Canners during this trying period.

Whatever may come in 1931, Canners may confidently depend upon Continental's ability to serve and serve well!

CONTINENTAL CAN COMPANY INC.

Executive Offices: NEW YORK: 100 East 42nd Street CHICAGO: 111 West Washington Street
SAN FRANCISCO: 155 Montgomery Street

1905—CONTINENTAL'S SILVER ANNIVERSARY—1930

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES
Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its fifty-second year.

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ARTHUR I. JUDGE
MANAGER AND EDITOR

107 SOUTH FREDERICK STREET
BALTIMORE, MD.

Telephone Plaza 2698

Make all Drafts or Money Orders payable to THE TRADE COMPANY.

Address all communications to THE CANNING TRADE, Baltimore, Md.

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 53 BALTIMORE, NOVEMBER 17, 1930 No. 14

EDITORIALS

EVERY MAN'S JOB—Did you ever stop to think what a lot of little, helpless, impotent mere ants we humans are, running around seeking to correct Nature, while old Father Time stands smilingly by, amused at our antics? Look at, or listen to, the efforts being made to correct what we term the depression; at the much vaunted and widely heralded farm relief; at the money that is to be spent in trying to relieve the unemployment situation! Verily, in all these things "the mountain has labored and brought forth a mouse." Old Father Time knows that when the pendulum swings high to one side it must swing back again before equilibrium can be expected; but that does not gee with our modern wonder-workers, who seem to think that they have brought time and nature under control, and can tell them when to start, where to go and when to stop. Poor fools.

Will cutting down the week's work to four or five days, instead of six, and the hours to six or five instead of eight or 10, and keeping wages at their present level, bring the end of unemployment? To just exactly the amount by which this will reduce the cost of the articles produced, and thus allow them to be sold at a lower price!! Not a bit. Will it give employment to more men, and thus reduce the number of the unemployed? It ought to if the men and women do not seek additional employment elsewhere—other jobs—to fill in the days they are forced to loaf, and most of them do this, and thus add to the appearance of the unemployment.

Can we retain the present, or recently past, level of wages and thus insure money in the hands of the masses to buy the products we hope to produce? The effort is most laudable, but it is like trying to lift oneself by one's own bootstraps—an expression so out of date that we should explain:—trying to lift yourself from the ground.

It is difficult for men who have come into the business world within the past fifteen years to look at the past decade of money-drunk conditions as anything else than perfectly normal. Any suggestions, that these times were merely the aftermath of war conditions, inevitably follow every great war, last for a time and then disappear as the world gets back to normalcy, is scoffed at. But that is just exactly what has happened and is happening. The period of "boom" following this greatest of all wars has been longer than ever before, but that is the only difference and there is no escaping the return to normalcy—in prices of products, prices of wages, incomes and everything else. "What goes up must come down," is as true in business as in the law of gravity. No amount of studying, or "learning" has ever replaced or circumvented the law of gravity, nor will it ever. But we are doing the job of settling down very much better than it was ever done before. In the old, brutal days, they used to simply drop us with a dull thud, and we all went down into the dust. Now they are letting us down, as it were on an hydraulic, and if we would only all do our share without the grumbling and complaint, a record in reconstruction might be made. But every man and every occupation must bare a share in letting us down—to normalcy. Are we down, and can we start the motor to drive off the lift (or in this case the hydraulic drop)? Not yet; we have not reached the level, or normalcy. Are we going down to the old low wage level of $1.00 to $1.25 per day; or to 65c No. 3 standard tomatoes? No; just as they have built these hydraulic lifts on raised concrete bases, considerably above the dust or mud of the old days, so will all business and living, at normalcy, be on a higher level, and like the concrete on a more solid basis, when we do reach bottom. Just now we feel a tenderness in the stomach as we are bein dropped; but we know there is a good cushion under us, and that we will land safely. Business is being rearranged, not destroyed.

What does this all mean for the canner, and for the others connected with him Here is one of our reader's thoughts, in a letter under date of November 11th:

"Why not get busy with the supplymen now, as we cannot pay the prices for cans and supplies? They are entirely too high. From 1913 to 1919 they averaged $18.50 per M for No. 3 cans. Now they are 1c per can higher, or 24c per case; also cases, labels and machinery at the same ratio. The supplymen get theirs first, and what is left the canner gets, but this year he gets it in the neck."

The trouble here is that the machinery men and the supply men will have to rearrange their whole schedule of production before they can sell at lower prices; but that is just exactly the task they must tackle and conquer.

And in the meantime the canner has his job cut out for him. He must produce his goods upon a lowered cost basis, and to do that he will have to pay less for his crops in 1931; less for his labor and take a lessened profit, while he is getting better prices from the supply men and the machinery men. Lowered prices for canners crops will be a very salutary manner of reducing the heavy overproduction of such crops, and that is needed. This thing needs immediate attention, as some are contracting now, and they must not contract at previous high prices, for they have been relatively as high as all other prices, despite the groans of the growers. The grower feels, as you do, and as every man does, that they cannot produce at lower costs; but they can, and they will, either willingly in this general letdown or by compulsion—dire need. This job is not any one man's or set of men's; it can only be done by all men, and it would be better if all men could do it at the one time. It must be done all down the line, but it will not be done if everybody waits for the other fellow to do it. That sort of action will bring on the old-time drop with a dull thud. If we have made even a semblance of the progress we boast about, we ought to have learned at least this much. This letting down process is proceeding splendidly, and our industry, through all its ramifications and branches, must do its part.

THE QUALITY INSPECTOR—And while you are cutting every possible corner to get your production costs down to the point demanded by the new order of things, figure upon making your quality bring the price to a better than average level. That denotes a progressiveness. If our economists are correct that average prices must decline, poor canned foods will have—what? We were going to say a poor show, but they will have no show at all. Competition will be strained to the breaking point, and what chance has a poor can of food in that battle?

Last week we put forth the idea of a "quality inspector in every cannery." He never was so badly needed. But this does not mean the mere appointment of a special man to watch quality. He must be qualified to produce the quality, and that means intensive training and preparation. He will have to be an expert on raw product quality, and then he will have to be a manager of no mean ability to guide those varying qualities through the factory without confusion and without mixing. It will take much planning and fine arrangement to insure the results you want and must have and that means training. You have the whole winter for this, and if some of our experts would but bend their energies to this question, they would be helping the industry mightily. Actually we need schools wherein these Quality Inspectors can be trained. We have spent many millions in the study of technical and bacteriological problems as they affect the production of canned foods and other products, and it is all very necessary and splendid work well done. Now we need courses in practical factory operation to produce quality in every can. And we hope to see this develop. If we ever get the average quality of canned foods to where it ought to be, most of our troubles will vanish.

CALVIN N. KEENEY DIES

MR. CALVIN N. KEENEY, member of the Associated Seed Growers, Inc., died on Friday, October 31st.

The name of Keeney is famous through the canning industry for many of the fine strains of Seeds now used by canners. Especially is this true in the matter of fine Stringless Beans, Peas, etc., and the industry will learn, therefore, with real regret that one of the men who did much to make quality possible in canned foods, has passed to his reward. The name of Keeney will live long in this industry, and this, after all, is the best monument that could be erected in return for the long hours of toil and the years of efforts devoted to upbuilding the canned foods industry, by improving its very foundations—better seeds.

WILLIAM KRONENBERG DEAD

WILLIAM Kronenberg, President of the Harrisburg (N. Y.) Canning Company, died at his home on October 30th. He had been connected with this well-known canning concern for 30 years, and his co-workers are grieved at his loss, and at the ending of his wise counsel. He was a quiet, unassuming man, not seeking the public light, but a staunch adviser and true friend, and this news will bring sincere regret in a wide circle of friends.

CONVENTION DATES

November 20-21—Indiana Canners, Hotel Claypool, Indianapolis.

December 2-3, 1930—Iowa-Nebraska Canners, Hotel Ft. Des Moines, Des Moines, Iowa.

December 2-3, 1930—Michigan Canners, Pantland Hotel, Grand Rapids.

December 9th—Penna. Canners, Hotel Yorktown, York, Pa., 10 A. M.

December 9-10, 1930—Ohio Canners Association. Annual Meeting Hotel Deshler-Wallick, Columbus, Ohio.

December 11-12—Tri-State Packers, annual, at Benjamin Franklin Hotel, Philadelphia.

December 11-12, 1930—Association of New York State Canners. Annual Meeting at Hotel Seneca, Rochester, N. Y.

January 19 to 23, 1931—National Canners; National Food Brokers; Canning Machinery and Supplies; Machinery Exhibit. Hotel Stevens, Chicago.

BLISS

HIGH SPEED AUTOMATIC CAN MAKING MACHINERY

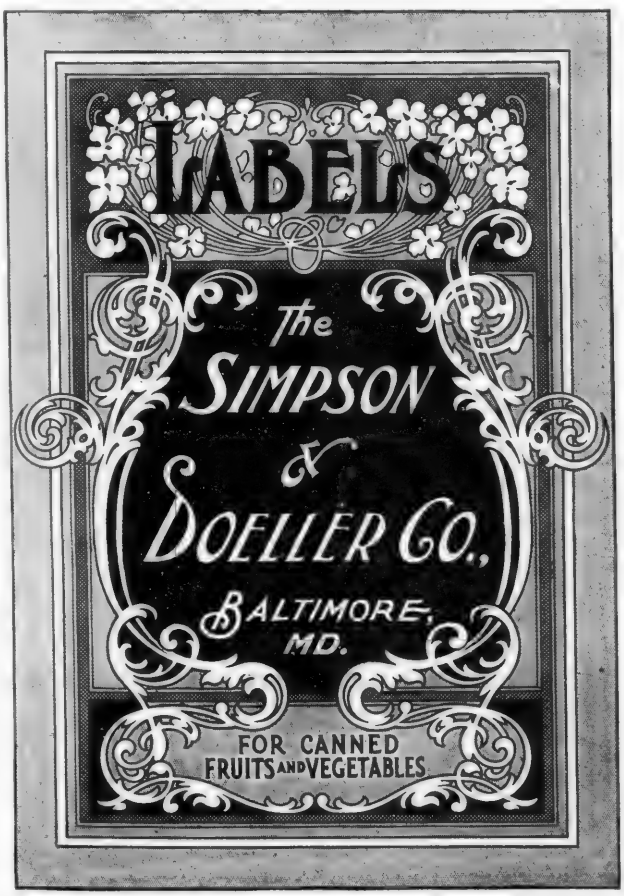
"Bliss" No. 25 Double Seamer
for Double Seaming Irregular Shapes
80 to 100 a minute

An entirely automatic machine that handles sanitary or dry package cans. End feed is positive and fool proof. Ends with straight flanges are used. An inexperienced operator successfully runs this machine. Results are uniform. Takes work 5" across corners and up to 9¼" high. Details on request.

Builders of the 300 a minute line

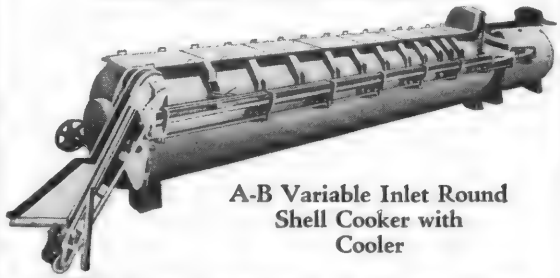
E. W. BLISS CO. BROOKLYN N. Y., U. S. A.

Sales Offices { Detroit, Cleveland, Chicago, Cincinnati, Philadelphia, New Haven, Rochester



A-B Continuous Cookers

An A-B Cooker will solve your process room troubles and make it possible for you to produce a pack of uniform quality at the lowest labor cost

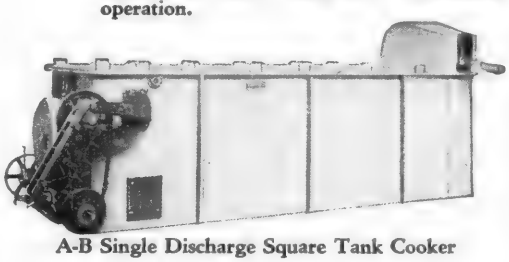


A-B Variable Inlet Round Shell Cooker with Cooler

THE highest development of the Low Pressure Cooker art. A-B Round Shell Cookers are rapidly displacing all other types of cookers throughout the California canned fruit industry. The Round Shell Machine is also available in a single inlet type with or without cooler, especially suitable for tomatoes and tomato products.

Features of the Round Shell Cooker are:

1. Safety feed preventing damaged cans from going into machine.
2. Precision parts permitting high speed operation.
3. Several safety features preventing denting and damaging cans.
4. Catch groove or ditch in bottom permits quick removal of any foreign material that may get into Cooker.
5. Heavy construction — 3/16" steel body, 1/4" steel ends — long life — economical operation.



A-B Single Discharge Square Tank Cooker

Made also with variable discharge and with or without Cooler as required. Machine illustrated is made in three standard sizes at surprisingly low prices, holding 600, 750 and 900 cans respectively, handles No. 2, No. 2½ and No. 3 cans without change. Designed for tomatoes but suitable for most fruits too.

Let us send complete details of an A-B Cooker to suit your requirements. Please clip, fill in and mail the attached coupon today.

Sprague-Sells Corporation

Division of
Food Machinery Corporation
308 West Washington Street Chicago, Ill.

Sprague-Sells Corporation
308 West Washington Street
Chicago, Illinois

Please send us quotation and full details of an A-B Cooker to handle our pack of.....in.....size cans, at the rate of.....cans per minute.

Name .....

Address .....

Meeting Wisconsin Canners Association

HOTEL SCHROEDER, MILWAUKEE, NOVEMBER 3-4-5, 1930

Meeting of the Sections—Report of Traffic Manager—Investigation of Consumer Claims —Economic Development In Russia—The New Officers.

(Continued from last week)

MEETING OF THE BEET SECTION

Tuesday Morning, November 4th.

THE Chairman, C. P. Sampson, opened the meeting by introducing Prof. C. E. Vaughan, of the Agricultural Experiment Station at Madison, who conducted a discussion on the question of "black discoloration of the interior of beets," which caused much trouble among beet canners this season.

This trouble was called to Professor Vaughan's attention early in the season, so that he immediately sent out a questionnaire to all beet canners in the state in an effort to determine the sources of the trouble.

From all indications the trouble was due to the extreme prolonged high temperature and drought experienced this season, which resulted in the drying out of certain cells, causing the black. Many canners who packed their beets in July found no trace of black, which fact further bears out the findings of Professor Vaughan, as their beets were pulled before the drouth set in.

A representative from the State Department of Markets warned about the packing of beets which have been frozen or damaged by worms, and by motion the Association went on record approving the action of the Department of Markets in this matter.

It was moved and seconded that the Madison office of the Association collect a detailed report of beets packed in the State of Wisconsin as of December 1st.

It was further moved and seconded that a special meeting of the Beet Section be called at Oshkosh, Wis., on November 20th, to work out problems confronting beet packers, and especially to work out a system to properly determine the costof packing beets.

The officers of the Beet Section for 1931 are: Chairman, Ben Heunink; Secretary, Carl Gelzer.

As many of the beet packers also pack beans and corn, these sectional meetings were delayed because of the beet meeting, and they met only long enough to elect officers for 1931, which are as follows:

Bean Section—Chairman, Norman Sorrensen; Secretary, Trueman Johns.

Corn Section: Chairman, R. T. Clark; Secretary, John DeMaster.

The Corn Section decided to hold its meeting at the time of the canners' short course, date of which is to be announced later.

BUSINESS SESSION

Tuesday Afternoon, November 4th.

THE Chairman, R. A. Greb, called on Mr. F. L. Thomas for the report of the traffic department.

REPORT OF F. L. THOMAS, TRAFFIC MANAGER

SUBSEQUENT to our convention last year there have been several decisions of the I. C. C. relating to rates on canned foods. Also there are several other cases pending before the I. C. C. where rates on canned foods and tin cans are involved.

The most important of these are the Tin Can investigation and the Class Rate cases.

The Tin Can investigation is still under way, and I anticipate that within the next few months the I. C. C. will announce their decision and findings with regard to whether tin cans should move under commodity or class rates.

Time will not permit of a lengthy discussion of these rate matters, and what the effects will be on our industry.

However, at the New York hearing in June on the tin cans rate situation I introduced testimony with regard to a movement of 3,822 cars tin cans from Chicago during 1929.

My exhibit showed that if the present commodity rates were cancelled and the present fourth-class rates became effective that the increase would average 35 per cent for the State, and on the 3,822 cars freight charges would be approximately $64,000 more than at the present time, and if the scale of fourth-class rates as proposed by examiners in the Western Class Rate case became effective, the increase over the present rates would be in excess of $170,000.

I believe that my estimate of $170,000 over the present commodity rates is not far out of line with what has since been determined by the I. C. C. in their findings in the Western Class Rate cases.

It is to be hoped that the Commission will find that commodity rates on tin cans are a necessity and not permit of their cancellation, as most certainly the industry cannot stand an increase of such an amount in their freight charges.

Under the Commission's decision in the Western Class Rate case the fourth-class rate is increased to nearly every point in Wisconsin from Chicago, as for illustration to Marshfield the proposed fourth-class rate is 57 cents and the tin can rate now is 26 cents; to La Crosse the can rate is 26 cents and the fourth-class rate proposed would be 56 cents; to Manitowoc the tin can rate is 24½ cents, while the proposed fourth-class rate would be 37 cents, and so on.

Can the industry stand such an enormous increase in rates? Our railroad friends seem to think so and are evidently of the opinion that an increased rate will bring them more revenue, but who will pay the bill?

Another decision of the I. C. C. during the past year is that relating to class rates and known as the Eastern and Western Class Rate decisions, and which have been under consideration by that body since 1925.

In both cases the I. C. C. found that the class rate structure was in need of revision and made certain findings which break down to a more or less extent rate relationships and rates as have been in effect for several years.

The new rates are based largely on a mileage basis or small groupings, and for the most part the territory west of Chicago receives substantial increases in all rates.

The new class rates which affect the entire section of the United States between the Rocky Mountains and the Atlantic Coast were supposed to become effective November 1st, but upon petitions of the railroads and others who required time to check out the thousands of mileage computations involved and other matters relating to such a change in rates, additional time has been granted by the I. C. C.; but I anticipate that the new scales of rates will become effective in the fore part of 1931.

Following out a precedent given in the Southwestern cases as decided in 1928 the I. C. C. found that the proper relationship of canned foods should be 35 per cent of first class, with a minimum of 40,000 pounds.

Also that an "early re-adjustment of existing commodity rates are essential if undue prejudice and preference is to be avoided."

With regard to the 35 per cent of first-class rate found proper to apply on canned foods carload, we know beyond question of doubt that that is an improper basis to apply and are contesting its applications, and have joined with others in a petition to the I. C. C. for a general investigation.

In all the class rate cases very little testimony was introduced with relation to canned foods moving under a commodity rate, this due to the way in which the investigation was conducted by the Commission.

In the Southwestern cases, where a precedent of 35 per cent of first class was set, and which has been followed out by the I. C. C. in the class rate cases, the testimony introduced was directed mostly by jobbers who were more interested in the relationship of rates one with another under competitive conditions, than with the measure of the rates themselves.

Berlin Chapman Plants ~

Sheet Metal Shop

Equipped with all modern appliances, stamped press, electric welding, and special equipment for nickel, other metals and iron up to and including 14 gauge in thickness.

Machine Shops, Foundry and General Offices

Assembly and Erection Plant.

Equipped with overhead traveling cranes throughout.

This group of plants serviced with three private railroad side tracks gives us unusual shipping facilities. During the last two weeks we illustrated our Engineering Department, and the organization behind the Engineering Department. This week we show you the Plants, the last and least of importance, however highly necessary in the building of Modern Canning Machinery.

Visiting Canners have been very much surprised on seeing our Plants and facilities.

BERLIN CHAPMAN CO., Berlin, Wisconsin

BERLIN CHAPMAN
CANNING MACHINERY
A Single Unit or A Complete Canning Plant

Realizing that fact, the I. C. C. reopened the cases to give opportunity to the manufacturers to be heard with respect to a continuance of our present commodity rates on canned foods after the new class rates become effective.

I have every reason to believe that when the new class rates become effective the railroads will endeavor to cancel our present commodity rates.

Recently at a hearing before the Wisconsin Railroad Commission one of the railroad's attorneys stated very plainly that it was their intention to cancel all commodity rates on canned foods and establish the 35 per cent basis, and in the petition for reopening and reconsideration they request the full fifth-class basis of 37½ per cent.

Very evidently the railroads have overlooked the fact that an increase in rates always means a further restriction of trade territory, and ultimately results in a decreased tonnage revenue.

We have had a good illustration of that in the recent Southwestern rate adjustment where, due to the high rates established and the high minimums, we have lost any number of valuable connections and with no increase in revenue to the railroads.

In the subsequent hearings in the Southwestern case the shippers agreed to a relationship of 30 per cent of first class, with a minimum of 40,000 pounds.

In the supplemental decision the I. C. C. enlarged on the description of the various items making up the canned foods class, and again prescribed 35 per cent of first class, with a minimum of 40,000 pounds.

The proceedings were again reopened and the matter is still under trial, one hearing being held in St. Louis in July, which I attended and introduced considerable testimony, and another hearing to be held in Washington on November 11, which I will be unable to attend.

It is apparent that if the decision of the Commission in the Southwestern cases is to be accepted as a standard with which to measure canned foods rates, the shippers have had little if any chance to make out a case, as while we are attempting to disprove the propriety of the decision in that case, we have been confronted with decisions being adopted in other cases, and we cannot with propriety introduce evidence in that case with regard to rates or relationship to class rates in the Western or Eastern cases or other territories; neither can we introduce evidence in the Southwestern cases relating to the situation with respect to other sections.

The railroads in the Western Class Rate case in their petition for a reopening, reconsideration and a modification of the report of the I. C. C. in the Western Class Rate cases have taken exception to the I. C. C. prescribing 35 per cent of first class on canned foods, and state that the preponderance of movement is toward the Eastern section of the country, and the rates as found reasonable for application to the Central and Eastern States will result in substantial reductions from the present revenues.

They ask for the full fifth-class basis and allege that the threat of increased rates being passed back to the farmer in reduced prices for his crop and over-production in various sections, especially Wisconsin, is not due to any action of the carriers.

Effective November 10th, there will be reductions in rates on canned foods from Wisconsin to almost all destinations in the States of Arkansas, Texas, Oklahoma, Louisiana and portions of Kansas and Missouri.

If you have any buyers in those States who will have shipments made between now and the 10th, suggest you secure rate quotation from me, and if the reductions are sufficient, it might be advisable to hold up the shipping until after the 10th.

During the past two years I have endeavored to have a stop to finish loading rule made available to shipments to the Pacific Coast.

While the matter has been favorably acted on at a meeting of the Traffic Executives of the Trans-Continental Lines, and the tariff publishing agent was requested under date of September 16th to publish a change in his tariffs to permit of stop-to-finish loading. I am advised under date of October 30th by Mr. C. T. Collett, A. F. T. M. of the Southern Pacific Railroad, that upon request of the "Canners League of California" the publication was held up, as they plan on calling on various executives of the Western Lines this week.

Last spring I made arrangements with various boat lines and storage concerns for the handling of canned foods from Chicago to New York by boat line, and obtained a rate of 32c per cwt. from Chicago to New York.

Was very much in hopes that a substantial tonnage could be developed, as I knew that there would be a large saving in freight charges, and publicity was given the matter.

A very substantial movement was made, but not near what I felt should be made, in view of the fact that the saving in freight charges ranged from 3c to 15c per hundred pounds.

Would like very much to see this service built up, but am afraid that with the discouragements met with by the boat lines this year in trying to work up the tonnage that they will not look with favor on a further development of that service.

Frankly, if you canners want this service, I must have your co-operation, as I cannot go to these boat lines seeking a favorable proposition unless I am assured of sufficient tonnage to make it worth while to them, as they are not in business for their health.

I believe that if we could charter a boat to make two or three trips in August or September, that it might sell more Wisconsin canned foods and save your buyers some real money in freight charges.

Attention is called to a few of the items appearing on the condensed report of the traffic department.

You will note that we filed $7,223.22 overcharge and damage claims, and received in settlement of claims filed $5,786.94, and have $2,332.64 claims unpaid.

Of this $5,786.94 received in settlement of claims, the largest proportion was in overcharges either on members' or buyers' freight bills, and it is safe to assume that had bills not been audited that this money would not have been refunded.

Only about a third of our members have sent their freight bills in for audit.

Every freight bill you pay should be audited. I find that the excuse often made for failure to send bills in for audit is that "We know our rate on coal, tin cans, labels, and don't think there can be an overcharge." If that was the case, how about the amount returned on some of these same items? Also very frequently I find that invoices are pasted to freight bills and filed away. If you use that system, why not send your freight bills in once or twice a month, and then when you receive them back you will know the job is done.

Rejected $498.67 in railroad balance due or undercharge bills. Don't pay a single undercharge or balance due bill until same has been audited, as I find that about 90 per cent of these bills are wrong and should not be paid. But after they are paid, I have one heck of a time trying to get the money back.

I find that the majority of canners do not pay much attention to damage claims on shipments. As we file your damage claims free of charge to you, attending to the investigation of such claims, send your freight bill and other papers to us and we will do the rest.

Condensed Report of the Traffic Department for Year 1930.

Filed 312 overcharge claims and damage claims as follows:

231 claims on members' freight bill audits	$1,834.71
44 claims on buyers' overcharged freight bills or on members' and buyers' damaged shipments	4,559.83
37 informal complaints or reparation claims	828.68
	$7,223.22

Received in settlement of claims filed:

*Members' overcharge on freight bills (*1929)	$568.39
Members' overcharge on freight bills (1930)	922.60
	$1,490.99
Buyers' overcharge claims and members' and buyers' claims on damaged shipments	4,088.92
Members' and buyers' reparation claims	207.03
	$5,786.94

*Covers claims filed prior to November 1, 1929.

Claims unpaid as of October 20, 1930:

Members' overcharges on freight bills	$ 667.84
Buyers' overcharges on freight bills and members' and buyers' damage claims	1,043.12
Members' and buyers' informal complaints	621.68
	$2,332.64

Quoted 3,427 rates and routings.

Issued 57 bulletins covering traffic matters.

Attended 21 meetings or hearings before the Interstate Commerce Commission or Railroad Rate Committees.

Attended 3 group meetings and visited 33 canning plants during the year.

Secured 50 additional stencilled refrigerator cars.

Secured reductions in freight rates in amounts ranging from 1c to 18c per hundred pounds on shipments into various States where rates were out of line.

Secured favorable rates on canned foods for shipment via water lines from Chicago to New York which ranged from 8c to 15c lower than the all-rail or break-bulk boat line rates.

Railroad undercharge bills rejected amounting to $498.67.

F. L. THOMAS, Traffic Manager.

Mr. Henry M. Loomis, assistant secretary of the National Canners Association, was called on for an address on "Researching Canned Vegetables.

INVESTIGATION OF CONSUMER CLAIMS

By Henry M. Loomis, Assistant Secretary, National Canners Association.

THE investigation of consumer claims is a branch of the National Canners Association work which makes a strong appeal to canners who have had some experience along that line.

For the handling of these claims the Association has developed a system and built up an organization which covers the investigation by competent investigators, men with medical training, when necessary, and defense against fraudulent or unjustified claims. The investigation usually gives the canner and distributor the information necessary to judge of the merits of the complaint and to decide intelligently on the best course of action.

These claims can be divided into illness cases and cases of injury from foreign substance said to have been in a can.

For investigations of a medical nature, the Association is fortunate in having the services of physicians connected with Boston University, Columbia University, Chicago University and the University of California. These men are not only specially qualified to investigate such cases, but to give reliable opinions as to the nature and cause of the illness.

The Association also has attorneys in several large cities where claims are more numerous to look after the legal end of this work and the interests of its members.

Foreign substance cases have shown a very marked increase in the past few years, and at the present time the larger proportion of cases investigated is based on the presence of foreign substances in cans.

While a foreign substance may occasionally get into canned foods in spite of anything canners can do to prevent it, they should employ every practical means to remove or keep foreign substance out of raw materials and containers. That is a duty that they owe to the consumer, as well as a protection to themselves.

The National Canners Association has investigated 410 cases this year up to October 1st. Of these, 223 cases involved the presence of some foreign substance in the can. This indicates that there is room for improvement in the industry along that line, even admitting that some of these claims are false, for we can safely assume that many of such incidents are never seported at all.

The three most important precautions against the presence of foreign substances, particularly stones, nails and glass in canned vegetables and fruits, are:

1. Washing and inverting cans before filling.
2. Adequate inspection, belt capacity and sufficient inspectors on each belt.
3. Enclosing electric light bulbs in metal shields or guards and placing them so that if broken the pieces cannot get into the food cans, machinery or food.

Last spring the N. C. A. published and sent out to every canner in the United States a copy of a special bulletin on this subject. I shall be glad to supply any canner who wants a copy.

It has recently been reported that some canners have been using pebbles or broken stone to clean out their blanchers. This would seem an easy way to get stones into peas, unless great precautions are taken to remove all stones before using the blanchers.

This summer I had the opportunity to visit a plant in the East using large quantities of canned vegetables for manufacture into food products. The manufacturer finds that under present conditions he cannot afford to use these vegetables without careful inspection, and he called the matter to the Association's attention, suggesting that something be done to bring about an improvement.

At that plant canned peas, canned corn and canned lima beans are the principal canned vegetables used.

In inspecting corn especial attention is given to large pieces of husk and cob, which are the principle objectionable materials. In peas and beans the commonest substances are stones, with an occasional insect, nail, screw, piece of glass or wood.

Some exhibits were kindly furnished by that company, each showing the foreign material recovered from one carload of canned peas. Four out of seven exhibits were from peas packed by Wisconsin canners. That it is entirely practicable to keep such materials out of canned foods is shown by the fact that one carload packed by a Wisconsin canner was found to contain no foreign material at all.

From our own experience canned peas, spinach and beans are the vegetables most frequently involved in foreign substance claims. Since the National Canners Association can only undertake to defend unjustified claims, the question often arises whether these foreign substance cases are unjustified or not.

Frequently canners or distributors who are not members of the National Canners Association seek the help of the Association in investigating and handling consumer claims. For many years the Association did investigate all reports and claims brought to its attention, realizing that such work was for the good of the entire industry. However, the organization which the Association has built up and maintains for handling this work is expensive and has only been made possible by the loyal and continuous financial support of its members. Many canners do not realize that simply the cost of investigating a case may run up to several hundred dollars, while the expense of defending a difficult case may easly amount to one or two thousand dollars. The Association's Board of Directors has therefore ruled that the investigation and defense service shall be limited to claims involving products of members, and that this service shall not extend to claims arising prior to application for membership. Surely no one can dispute the justice and fairness of his ruling.

I would like to have a brief reference to another branch of National Association work, the distribution of literature of special interest to housewives and others who prepare food for the table.

During the first nine months of this year the Home Economics office of the Association has sent out 20,000 Association bulletins on canned foods, 2,000 of which were the bulletin on canned peas. This distribution goes mostly to schools, colleges, dietitians and home economics workers, and does not include that resulting from the broadcasting campaign last summer. As a result of that campaign, the distribution of one bulletin alone, "227 recipes for canned foods," has been nearly 45,000 copies.

The Food Research Laboratory of the University of Minnesota, in co-operation with our Home Economics director, has prepared a bulletin for the National Canners Association which is just being published under the title "Recipes for the use of Canned Foods in Cafeterias and Restaurants." This bulletin gives recipes for all varieties of canned foods, and will have a very wide distribution among groups of people which have not yet been generally reached by earlier publications. These will include the dining-car service of the railroads, hotel stewards and the Army and Navy.

The amendment to the Federal Food Law which was passed at the last session of Congress is naturally of a great interest to canners.

This amendment authorizes the Secretary of Agriculture to do two things. First, to fix a certain standard of quality for each variety of canned food, except meats and milk; second, to prescribe a form of statement to be used on labels of canned foods shipped or sold in interstate commerce and falling below that standard.

The purpose of this legislation is to enable the consumer to buy canned foods more intelligently and to assure that a product sold as canned peas, for example, will be at least of a certain degree of excellence, while peas which are of a quality inferior to the department standard, even though a wholesome and nutritious product, will be clearly labeled to show that they are a substandard product.

The amendment will not prevent the packing and sale of low grade products, but it will make it possible for the consumer to know that when he buys a can of food it will be at least of a certain quality of excellence, unless labeled as sub-standard.

Canned foods conforming to or above the standards can be shipped and sold under the same labels as those used before the amendment was passed. That is, this legislation will affect only that limited portion of the pack of canned foods which fails to meet the department standards.

The Department of Agriculture has announced that the new law will not apply to canned foods packed in 1930. Public hearings on standards for several canned food products will probably be held before the close of this year.

The Chairman of the Memorial Committee then made the following report:

MEMORIAL COMMITTEE REPORT

SINCE we gathered at our last Convention death has claimed from our ranks Mr. Jake R. Thill, of Knowlton, and Mr. William C. Christensen, of Colby.

The Memorial Committee wishes to submit the following resolutions:

WHEREAS, the Grim Reaper, Death, has summoned from our midst the above mentioned members,

Be it Resolved at this time, that the Wisconsin Canners Association record the high esteem and respect in which these loyal

members were held and the profound regret we have experienced with their passing.

Each year new members are added to this list that marks an irreparable loss to this Association.

The Wisconsin Canenrs Association extends their most sincere and heartfelt sympathy to the families and associates of our deceased friends whose loss is also our loss.

Be it further Resolved, That a copy of this Resolution be sent to the bereaved families and business associates of the deceased by the officers of this Association.

This report was adopted as presented.

A motion was made and seconded that the Wisconsin Canners' Association recommend to the Bureau of the Census that no statistics be published until all figures on canned corn, peas and tomatoes are in and that any other vegetable commodity on which the Bureau may collect statistics be included in this recommendation, and that the Board of Directors of the National Canners' Association be asked to determine a date on which these figures shall be released.

At this point the business session adjourned and the meeting continued as the general session with the introduction of Mr. C. O. Sherrill, vice-president of the Kroger Grocery and Baking Company, speaking on the subject of "The Relation of the Canning Industry to the Distribution of Canners' Products."

Mr. R. K. Bonnette, of the Washburn-Wilson Seed Company, presented an interesting paper concerning "Recent Economic Developments in Russia":

ECONOMIC DEVELOPMENTS IN RUSSIA

R. K. Bonnette.

I APPRECIATE this opportunity to present to you some of my observations of the present situation in U. S. S. R. and the effects which it may have on our own position. I had the opportunity during the summer to travel with a small party through European Russia. We had an interpreter from the United States and also a local Russian interpreter who accompanied the party during a four weeks' tour. Our group were principally interested in the agricultural developments, but were given a broad insight into the industrial, educational and economic progress that has been made there since the 1917 revolution.

In making a study of Russia, we must consider conditions there before the revolution as they materially affect the viewpoint of conditions at present. Russia passed through the feudal state and under the suppression of the Czar and the Russian Orthodox Church, the whole country made little progress in education, industrialization, or agriculturally, during the many centuries of such suppression. It was not until about 1890 that foreign capital was allowed to develop the industrial life of Russia and the influence of capital in Russia was far different from the influence of capital in America. The working class of Russia were practically slaves, working long hours, with low wages, so that the nobility and capitalists might live in luxury. The Government and church working in close harmony kept the peasants illiterate and on the lowest possible scale of living so that they had no opportunity to advance their standards of living.

With the entry of Russia into the World War, taking millions of peasants and factory workers into the army, the business of the country was demoralized and production decreased. This decrease in production prevented the normal income of Russia from the export trade and in many cases reduced the production below local requirements. It was a natural consequence that the country could not maintain the heavy financial burden of the war. This forced the overthrow of the Czar and the temporary government which was anxious to continue Russia's part in the World War was soon overthrown by the Bolshevist. Since 1917 the Communists have been in control of the whole governmental structure and have put into operation all of their policies.

Among the first decrees made by the Communists were:

First, the socialization of all basic industries, property, land, etc. All railroads, utilities, mines, land, buildings and property became the property of the State, thus depriving the private owner of all rights of ownership.

Second the Government formed a Planning Commission to organize and direct all productive forces on a scientific basis. This commission works out locations for all manufacturing industries, railroad lines, all telegraph and telephone lines, and places the entire industrial, agricultural production and distribution of products on an efficient basis for the best interest of the country.

Third, private profit has been eliminated. In theory at least this is true, but practically the ultimate has not been reached, especially as related to agriculture.

Fourth, all of the economic surplus of Russia has been socialized for the use of the people. The profits which are made through various government agencies, such as trusts, cooperatives, labor unions, etc., are used for the improvement of the general welfare of the people as a whole.

Fifth, all able-bodied adults must work. Unemployment is not a problem in Russia today. Everyone is working and the government has given equal opportunities to women with men in all occupations so that women workers are a common sight in most industries, trades and occupations.

Sixth, the workers shall participate in the direction of the economic life of the country. Here again theory and practice do not meet. It is true that workers' committees help in the direction of factories, schools, and other enterprises, but in the establishment of governmental policies, it appears to be Czaristic in method.

Seventh, in the future no distinction will be made between classes in society. It is true that workers address each other as comrade and citizen, but one can notice just as much difference in individuals and standards of living of various individuals as in other countries. The working class certainly have more favorable conditions for work, recreation, health, education, etc., than they had formerly, but the peasant class has not progressed so much above their former state of living. The intelligencia and formerly wealthy class have been reduced to standards unheard of before the revolution.

The communist Government has made remarkable progress in the organization and development of manufacturing industries. Everywhere one travels are to be found new factories for the manufacture of all kinds of goods. In connection with these factories are to be found new apartment houses of modern type, built to house the workers. Factory kitchens are provided to feed thousands of workers employed in the larger factories. The factory groups are also developing workers' clubs for cultural and recreation advantages that surpass those found in America. Day nurseries are provided for the young children and babies so that less care is needed by the mother who may be employed in the factory. Schools and trade courses are provided for young workers who will soon be ready to take their place in the various industries. Definite vacations on pay are provided for the laborer. In case of ill health, sanatoriums, rest homes, and health service are at the disposal of the worker.

Russia seems to be mad over the industrialization. The whole fiber of the government and trend in all industry is towards the most scientific methods of management and production. The Government planning commissions work out the definite location for all factories, considering the supply of raw material, supply of labor and distribution of manufactured goods. Likewise they determine the amount of goods needed for home consumption, the amount which will be exported, also deciding on the investments, the technical skill, machinery and equipment which will be made in various countries so that, theoretically, the whole nation is on a systematically planned basis. A like plan is developed for agriculture, mining, forestry, and it is then carried out by pressure on workers and peasants responsible for production. It appears to the outsider to be a fine theory and many of the ideas may be carried into practice even in our own country, but it leaves little choice to the individual to decide anything for himself.

During the past ten years, Russia has picked the best technical skill and specialized individuals in all industries and has paid them in such a way as to attract them to work in Russia. Many of these technicians came from England, Germany, France, and a large number from the United States. They have been responsible for much of the industrial progress in Russia and I firmly believe will be responsible for the competition which is just beginning to be felt throughout the entire world. It is to be appreciated that we can supply the brains and skill necessary to start these industries, but it is just as unfortunate that such training may react to our own detriment in the future.

There is no quesion as to the agricultural, mineral, oil, and timber resources of Russia. With one-seventh of the entire land area of the world, with climatic and soil conditions particularly favorable, Russia can produce food stuffs to feed the world. In 1916 her acreage of cultivated land was about 250 million acres. By 1927 her acreage had increased to 288 million. Through her planning commission, she expects to have 353 million acres of land in cultivation by 1932. If the Russian people were permitted to eat as we are here, it is doubtful if the present surplus of agricultural products would be appreciable, but Russia needs foreign credit to build factories, schools, roads, etc., and we can expect her export policy to continue for some time at least.

Out of a total of 150 million, Russia has about 120 million peasants or agricultural workers. These peasants were kept in ignorance and poverty at the hands of the wealthy class and

have not progressed for many generations. Yet with ignorance and poverty, the peasant has gone ahead and tried to produce a living from his small farm. The average size of a peasant farm was only about 10 to 15 acres, so it was necessary for him to farm efficiently to keep ahead of starvation. Many of the more progressive peasants managed to accumulate larger holdings and become Kulaks. When the revolution permitted the Communists to gain control and establish their theories, all of the peasants were deprived of their property rights in land and buildings, but they did retain their personal belongings and kept their cattle, horses and equipment.

At first the government tried to assign a peasant a tract of land to farm, permitting him to retain enough of his crop for his own needs and confiscating the rest for the use of the city workers. This was very antagonistic to the peasant and the next season, he reduced his plantings to take care of his own requirements only, which resulted in a famine. The policy of the government was changed to a tax for the use of the land, permitting the peasant to retain his seed and food requirements and the surplus is sold to the government trusts which act as agents for its disposal through trade requirements. The large estates of the wealthy class were confiscated and the government placed agricultural experts and managers on them, hiring the necessary peasant help and are now operating these units in a scientific manner. Here may be found the tractors, combines, and other equipment needed for the most efficient large scale methods of production. They have accomplished startling results on these "Sovhoz" or State Farms, many of them comprising thousands of acres to the unit.

The Kulak or wealthier peasant often objected to the forced plans imposed upon him by the government and he was either shot for counter-revolutionary reasons, or transported to the timbered sections of northern Russia to cut lumber for the government. He was placed on a limited diet, combined with hard work and poor shelter and soon met the fate waiting for him. It was no worry for the government as they had more to follow, that their plans might be accomplished.

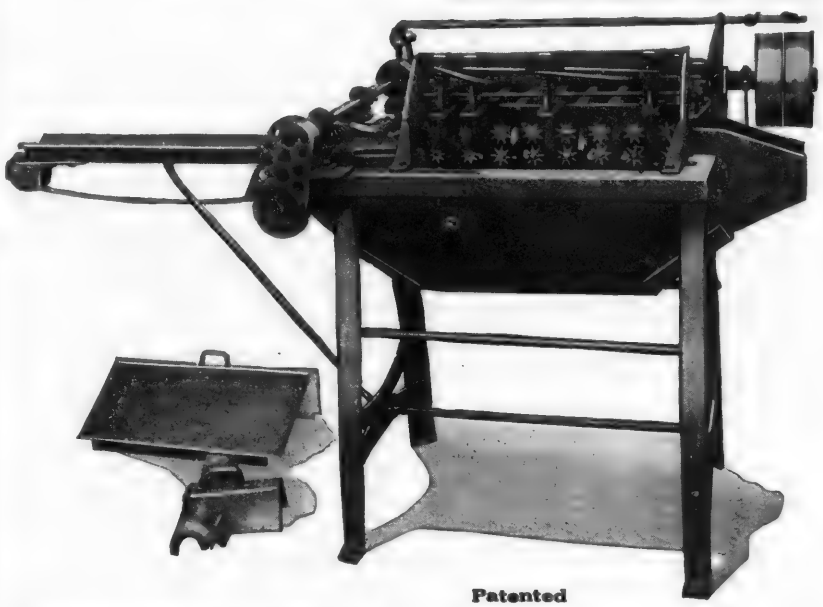
There are many inducements offered the peasants in village groups to unite their assets of equipment, work stock, etc., and to farm the land allotted to the village as a Commune. If they organize, working the land collectively, the government will then help them to purchase modern machinery and equipment. It is natural for the peasant to be dubious of these offers, because he has lost in taking such chances before, and generally wonders what the next incentive will be. It appears to the observer that the peasant can probably look ahead to the machine age in farming, when the land surrounding his village will be handled with one-half the man power needed at present, and when this is accomplished, he may be forced into a factory position. While the factory workers at present are the most favored class of Russia, the peasant prefers to continue farming as in the past.

We sometimes think that the United States produces a greater acreage of certain crops than other countries of the world. You are all interested in peas because most of you pack peas in your canneries. Do you realize that in 1929 Russia planted 1,435,750 acres of peas. Of course these peas were grown for grain to be used for human and stock feed. But suppose she decided to manufacture green peas as you do. I had the opportunity in talking with the head of the agricultural experiment stations in Leningrad and met the leaders in charge of peas, beans and other legume experiments. They are growing experimentally over 3,500 varieties of peas alone. Most of them are wild types brought from the ends of the world, and they are studying every phase of the pea industry. They showered me with questions relative to the canning industry, machinery and equipment, varieties, etc., showing that they are thinking along those lines. When the leaders of Russia think along those lines, they genrally act, and it may be just the beginning of the canned foods era of Russia. Let us not forget that they can buy complete factories, hire skilled American workers, and they will soon know as much as many of our experts. I do not want to be too pessimistic, but, remember, the Boy Scout Motto is "Be Prepared."

You may be interested in living conditions in Russia. I am sure that it would be foremost in your thoughts if you were traveling there today. All of the hotels are operated by Government Trusts and they are adding modern conveniences as rapidly as possible, but they have much to learn about sanitation, etc. Food conditions are really terrible, in comparison with American or European standards. The policy seems to be to sell everything that can be exported and use the remainder. Black sour rye bread is the staple diet of the people. Sometimes lighter wheat-rye bread is furnished. Meat is very scarce and

The Morral Corn Cutting Machine

None Better, Faster, or More Durable



Patented

The half tone cut shows the Morral Corn Cutter arranged for cutting main style corn.

We are now building this cutter with attachments for cutting Whole Grain Corn. The Whole Grain Corn Cutter was installed in several factories the past canning season and gave fine satisfaction.

It will pay you to write for prices, list of users and other information.

Manufacturers
Corn Husking Machines
Corn Cutting Machines
For Maine Style Corn
Whole Grain Corn Cutters
Labeling Machines
And other Machinery

Morral Brothers
Morral, Ohio

BROWN BOGGS FOUNDRY & MACHINE CO., Ltd.
Hamilton, Ont., Canada
Sole Agents for Canada

of poor quality. Butter is generally strong and often insufficient. Cabbage, potatoes, a few vegetables and water make a soup that is one of the standard foods of the working groups. I did not find oranges, bananas, apples or other fruit during a four weeks' trip, except a small amount of plums and perishable fruit that could not be shipped. Milk is likewise deficient and must be boiled before use.

Every worker in Russia carries a food card which entitles him to purchase his allotted requirements through a particular government store. In case his allotted requirement is not secured he is forced to buy from the few independent merchants at exorbitant prices, far in excess of those charged through government agencies. But when sufficient supplies cannot be secured otherwise, he must pay the price without question. The same is true of clothing, shoes and other necessities of life. There is never enough to go around and you can see "Queues" before stores everywhere waiting for their allotment. It is one way to offset efficiency, but the leaders make the people believe that it is necessary in order that they may eventually succeed.

We have all read of the attitude of the government toward religion. They have separated the state and religion and now are trying to kill the religious tendency of the people by prohibiting the children being taught anything of a religious nature in public, parochial or private schools until they reach 18 years of age. In the meantime, they are building up an educational system supplementing the school courses, with special training in the principles and teaching of Karl Marx, Lenin, and the other leaders of Communism. They are definitely teaching children above 4 years of age that Capitalism is the wrong method and that the capitalists are militaristic in attitude; that Communism is the right method of government and eventually the whole must be made communistic.

The question is often asked, "Why do the people allow it?" There are a number of answers but the principal one is that they cannot help themselves. It is true that the working class do have advantages that they only dreamed of before the Revolution and are now in actuality. They are given better working conditions, shorter hours, better pay, health service, education, vacations and other advantages which keep the working class fairly well satisfied. The government also holds out the policy that as soon as the peasant class are willing to organize into communes they will give them the same advantages, but a greater force is working at present—soldiers are to be found in large numbers throughout the whole of Russia and on every hand one can feel the presence of secret police. It is natural for the individual to keep quiet and to do as he is told without questioning the motive. It is the worst form of oppression known but at present, the people must submit.

We hear many comments at present concerning the competition with Russian agricultural products. There is no question but what Russia needs foreign credit to carry on their intensive industrial program, and as the greater portion of the nation's income in the past has been derived from agriculture, we expect her to continue such exports. So long as she controls the consumption within the country, it permits her to export larger quantities than under normal conditions. She is in position to export wheat, barley, rye, flax, butter, eggs, and other agricultural commodities. Cost of production does not seem to enter into her price determinations, as she pays the peasant only enough to keep him satisfied and to stabilize prices of agricultural and manufactured goods within the country.

In an interview with the vice-commissioner of Agriculture at Moscow he stated that internal prices had no relation to the world prices, as a consequence they can make quotations to the rest of the world, that makes it impossible to meet, basing our quotations on cost of production. Indications point to a greater export of manufactured goods from Russia within the next few years as soon as her industrial program is developed. In addition she will continue to export large quantities of lumber, wood products, oil and mineral such as manganese. Much of the labor which has been used in producing lumber during the last two years has been forced labor, making use of the wealthy farmers who refused to join the Communes and were exiled from their homes to this occupation.

It is time for the entire world to face the facts and to prepare for this competition. An embargo from one country may partially help but it will take cooperative action from the rest of the world to have a material effect.

It appeared to me that the Government was in complete control of the people and was carrying out the aims and policies of the leaders without regard for the desires and ideas of the mass. We certainly should not overlook the fact that the leaders in Russia today are just as keen and educated as the leaders are in any other nation of the world and are trying to carry out their theories just as intently as would be done here. It may be with controlled education and thought, they will be able to continue and develop these ideas for years to come. However, as one of the members of our party expressed his conclusion a few days ago, "Russia has already sounded the death knell of her ambitious structure, for she has forgotten that man is a spiritual being and that the beauty and sacredness of the home circle and of the marriage tie cannot permanently be denied. It is my firm belief that after wallowing in the mud for a while, the divine right of each individual for self determination will assert itself and that some form of government akin to that which, in the west, has made the average citizen so fine a product, will supercede the present one."

In the meantime, gentlemen, we should become acquainted with what is being done in that vast country and observe the results from this, the greatest experiment with human lives.

There being no further business the meeting was adjourned.

GENERAL SESSSION

Wednesday, November 5th.

THE first speaker, Prof. F. L. Musback of the State Experiment Station at Marshfield, Wis., spoke of a preliminary study of Fertilizer Effects on Quality and Yield of Canning Peas.

In the quality test several trial plots were grown on identical soils using a different fertilizer on all plots. On the check plot no fertilizer was used. This test was principally to determine the effects of potash. The results showed that the plot treated with 0-16-16 (an excess potash fertilizer) tended to toughen the skin while the complete fertilizer 2-16-8 produced the tenderest pea.

Using 400 lbs. of fertilizer per acre the following yields resulted:

Check	836	lbs.	per	acre
0-16-0	1,039	"	"	"
0-16-8	1,317	"	"	"
0-16-16	1,325	"	"	"
2-16-8	1,401	"	"	"

The plot on which 0-16-16 was used produced a slightly lesser percentage of Nos. 1, 2 and 3 sizes while the percentage of 4 and 5 sizes were slightly higher The complete fertilizer 2-16-8 produced a large percentage of the smaller sizes.

These peas were all cut on the same date, canned immediately and submitted to the Secretary, Harvey Burr, for grading.

The complete fertilizer (2-16-8) produced the highest grade, while the excess-potash fertilizer (0-16-16) produced the lowest grade.

Prof. Musback particularly emphasized the fact that the type of soil on which these tests were made is of high potash content and that the same results would probably not be obtained on the various soil types to be found in Wisconsin.

He also emphasized the fact that these results are by no means conclusive as these were obtained in only one season's work, on one type of soil, using Alaska variety.

Secretary Harvey Burr presented the next order of business—a demonstration of how a Board of Trade on Wisconsin canned foods might operate.

Mr. Burr stated that he had had several sessions with the Chicago Board of Trade who considered dealing with Wisconsin canned peas. They proposed to accept Fancy No. 3 Alaska (Wisconsin graded) as a controlling base, the other various sizes and grades to fall in their proper price position accordingly. They proposed to draw up a future contract for trading purposes.

Because these contracts would be sold and resold many times before the pack could be actually delivered, it was deemed inadvisable to accept such a proposition.

The Wisconsin Canners' Association have therefore drawn up tentative plans for their own Canned Food Exchange which was briefly outlined by Mr. Burr. The possibilities of such an exchange were thoroughly discussed pro and con by not only canners but also brokers and distributors who were invited to attend this session.

The plan as yet is far from completion as many problems are yet to be worked out. It was motioned and carried that the Board of Directors call a meeting in the near future to further discuss this subject.

The officers and directors elected for 1931 are:

President, J. B. Weix, Oconomowoc, Wis.; Vice-President, C. O. Davidson, Horicon, Wis.; Secretary, D. H. Steinburg, Owen, Wis.; Treasurer, W. C. Schorer, Sauk City, Wis. Directors: Groupe No. 1, W. C. Schorer; Groupe No. 2, C. O. Davidson; Groupe No. 3, J. B. Weix; Groupe No. 4, H. A. Verhulst; Groupe No. 5, C. O. Dahl; Groupe No. 6, J. L. Fuhremann; Groupe No. 7, Henry Soltau; Groupe No. 8, C. P. Sampson; Groupe No. 9, D. H. Steinburg.

QUALITY SEED PEAS

Canners' Varieties Exclusively

Our unexcelled seed stocks and our vigilant supervision of their reproduction insures a superior canned product

GALLATIN VALLEY SEED COMPANY

BOZEMAN, MONTANA

FINDLEY'S

Pastes

Glues

Gums

For every purpose.

Write for samples and prices

The F. G. Findley Company

387 Tenth St., Milwaukee, Wis.

ACCURATE PEA GRADES

Mixed sizes in the can is a trouble eliminated by users of the

HYDRO-GEARED PEA GRADER

Resulting in a better profit thru the proper placing of the smaller sizes of peas.

Other impressive features include:

LARGE CAPACITY

THOROUGH WASHING
improving the quality

ACCESSIBILITY of SIEVES

SMALL FLOOR SPACE

Write for circular

The Sinclair-Scott Co.
Wells and Patapsco Sts.
Baltimore, Md.

Tuc HUSKER

Built and guaranteed by Fay & Scott

"Quality Has No Substitute"

THE UNITED COMPANY

CONTINENTAL TRUST BUILDING

BALTIMORE ∴ MARYLAND

AMUSEMENTS

Secretary Harvey Burr is certainly deserving of every compliment, for the splendid entertainment prepared for the Wisconsin Canners' meeting. In the place of taking the Convention to a Theatre Party, which is the usual custom at this meeting, a group of Vaudeville artists was engaged to entertain between dances on Monday evening. The 20 acts which were put on were all good and thoroughly enjoyed by the entire Convention. There was no admittance to this dance and entertainment. It was open to the entire Convention.

A Buffet Supper was served throughout the entire evening.

The Annual Banquet and Dance, a subscription affair, was held on Tuesday evening and although every caution was taken to provide for the number of tickets sold, as is usually the case with this Association, it was necessary to add several extra tables to care for the large attendance.

Mr. Charles G. Woodbury of the National Canners' Association brought greetings to the Convention from the National Canners' Association and expressed regrets that their President, E. C. Hume, and their Secretary, Frank E. Gorrell, were not able to attend.

Mr. W. R. Orr, President of the National Food Brokers' Association, brought greetings from his Association. He urged a closer co-operation between canners and brokers, explaining that if canners knew their brokers more intimately, a better co-operation would certainly result.

Captain Irving O'Hay, U. S. Army (retired), termed by Irvin Cobb as "America's Connoisseur of Wars," related in a humorous vein his experiences during the many wars in which he has served. His experiences were many and thrilling and the two hours spent in listening by his audience were enjoyed to the fullest every moment.

Following the address of Captain O'Hay, tables were removed and the party turned over to Mr. J. B. McConnell, Chicago's famous cotillon leader, who undertook the task of conducting the Convention on a "trip through Chinatown." The ladies were given a paper dress and hat, similar to that worn by the Chinese. The men were given a small Chinese lantern and hat, and then the dance began.

Mr. McConnell used every possible means to acquaint his audience one with another, so that before he was through it was just one grand, big party calling people who were to them strangers at the beginning of the evening, by their first names.

The Nitragin Luncheon—At noon on Tuesday the Nitragin Company of Milwaukee were hosts to the Convention at a Luncheon held in their plant at 9th and National Aves. Special invitation was tendered canners attending the Convention by Mr. Rowell; special busses were engaged by the Nitragin Company to convey the party from the hotel to the plant and return.

At the plant a cordial reception was tendered by Mr. L. D. Matchett and Mr. Wm. F. Engelhardt. That the luncheon was enjoyed was evidenced by the hilarious strains of Sweet Adeline and other well-known songs. The plant was thrown open to inspection by the canners who were eager to learn the preparation of Nitragin which is used by many of the Pea and Bean canners who attended this affair.

DISPLAY OF NEW FRUIT AND VEGETABLE PRODUCTS AT THE UNIVERSITY OF CALIFORNIA

IN order to aid the fruit industry in marketing its increasing production, the Fruit Products Laboratory has been interested for a number of years in developing new fruit and vegetable products which can be distributed at a profit to the packer as well as the grocer. Several new products which have been developed recently, together with a few standard commercial samples for purposes of comparison, will be displayed on the afternoon of December 19 in Hilgard Hall. The products on exhibit will include canned ready-to-serve prunes, caned prune pulp, canned dripak prunes, canned pickled pears, canned baked pears, canned crushed pears, canned pickled peaches, peach juice, canned crushed ears, canned crushed apricots, candied fruits, nuts, grape juice, grape concentrate and other grape products, as well as a selected group of frozen fruit and vegetable products now under study at the University. Frozen fruit juices, especially citrus juices as well as ice cream prepared from crushed fruit, will be displayed. A very promising new product is a fruit punch syrup to be distributed in the frozen form, so that the housewife may step into the nearest ice cream stand or grocery and from a quart or pint of syrup prepare an ice-cold pure fruit punch. This product utilizes grapes, oranges and lemons. It will be displayed and samples offered those who attend in order to obtain consumers' opinions and criticisms. Samples of the other products on display will also be offered those who attend for criticism..

Following the exhibit, an informal discussion of the products displayed and a conference on the problems of freezing storage will be held in the evening by members of the laboratory and interested commercial manufacturers. The display in the afternoon and the conference in the evening will be open to the public.

A SURVEY OF THE MAYONNAISE SALAD DRESSING AND RELATED PRODUCTS INDUSTRIES, 1929

By CLARENCE E. BIRGFELD,

Foodstuff Division, Department of Commerce.

Before the Mayonnaise Convention, Atlantic City.

THIS survey was undertaken by the Bureau of Forein and Domestic Commerce at the request of the Mayonnaise Products Manufacturers Association with the view to bringing up to date the 1928 report made by this office. Questionnaires, prepared by the Bureau with the advice of the Association, were mailed out to about 480 concerns reported to be manufacturing mayonnaise, salad dressing, or allied products. One hundred twenty-two of the answered questionnaires contained sufficient information to be used in some part of the final report. Census figures are not available at this writing, and it is consequently impossible to say exactly what percentage of the industry is covered by this survey. However, it is believed that about 70 per cent by value of the total production of mayonnaise and allied products is covered by the report.

Work was begun on the collection of these figures considerably later in the year than was the case for the 1928 survey. It was necessary to write a number of concerns several times to secure their figures, but in general the co-operation given by the larger concerns in the industry was excellent, and it was this factor which enabled the Bureau to secure such a percentage of the industry in a relatively short time. Although about the same number of firms are included in the respective tabulations for each year, a considerably greater proportion of the industry was secured this year, due to the inclusion in the present report of a greater number of the large manufacturers. A greater proportion of answers to all the questions than was the case last year. Apparently a larger number of concerns were able, as a result of last year's survey, to give complete replies to the questionnaire.

Production by Varieties—The following tabulation shows production figures for 1928 and 1929 by three principal classifications: mayonnaise, salad and other dressings, and sandwich spreads. The figures are not those of identical concerns for each year, and therefore not comparable, and do not represent any trend in production. This phase of the study is covered in a later table. The tabulation does show a marked change in the relation of the production of each variety to the total. Mayonnaise, which represented 76 per cent of the total production in 1928, only constituted 63 per cent of it in 1929, while salad dressings comprised 20 per cent of the total in 1929, as compared with 8 per cent in 1928, and sandwich spreads remained about the same. It is not known to just what extent this increase in salad dressing production may have been brought about by the promulgation some year and a half ago of the mayonnaise standards by the Department of Agriculture. A number of concerns of which mayonnaise constituted a larger percentage of their total production in 1928 and of which salad dressing represented only a small part or none at all, submitted reports for their 1929 production showing exactly the reverse. The figures for 1928 given in this tabulation are not the same as those given in our 1928 report, when it was published last year. Reports were received

U S E

HAMACHEK IDEAL VINERS

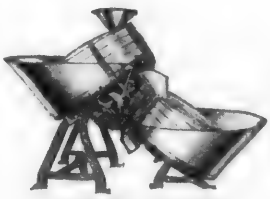
AND VINER FEEDERS

FOR BETTER PACKS OF PEAS AT GREATER PROFITS

FRANK HAMACHEK MACHINE CO.

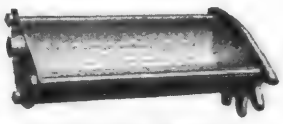
KAWAUNEE, WISCONSIN

Also Manufacturers of Viners, Viner Feeders and Chain Adjusters

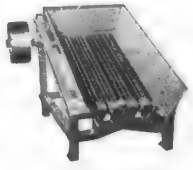


HANSEN QUALITY GRADER

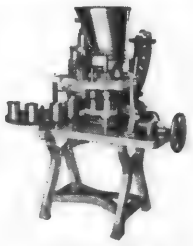
HANSEN FRUIT AND VEGETABLE FILLER



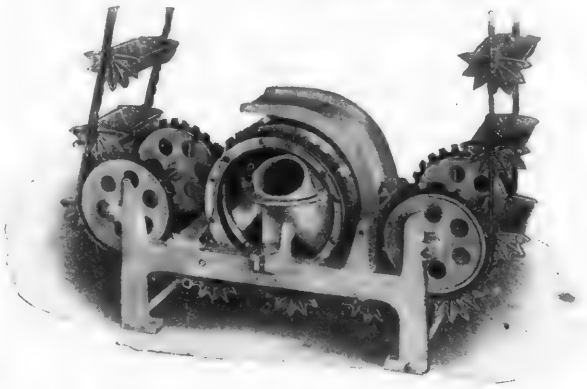
HANSEN STEEL CONVEYOR BUCKETS



HANSEN FOUR ROLL BEET TOPPER



HANSEN SANITARY PEA AND BEAN FILLER



A LARGE PERCENTAGE

of all conveyor boots used are Hansen. That is because Hansen Conveyor Boots do the job so well and last so long. Many of the first Hansen Boots built are still in service. The buckets are loaded without spilling or crushing of peas. The Boot is sanitary and can be quickly taken apart for cleaning without the use of tools.

Write For Further Information.

Hansen Canning Machinery Corporation

Cedarburg, Wisconsin

this year from several large concerns which did not submit figures for our last survey, and in order to make the percentages for the two years more comparable, we obtained from these manufacturers reports for 1928, and in some instances even for 1927.

Production by Products

Product	1928 Dollars	1928 Gallons	1929 Dollars	1929 Gallons	P. C. by Vol. 1928	P. C. by Vol. 1929
Mayonnaise	21,700,053	9,384,482	22,102,895	9,848,623	76.1	63.3
Salad and other Dressings	2,576,619	1,009,484	5,886,045	3,118,099	8.2	20.0
Sandwich Spreads	4,907,694	1,937,671	4,976,623	2,596,040	15.7	16.7
Totals	29,184,366	12,331,637	32,965,563	15,562,762	100.0	100.0

Number of concerns reporting above: 1928, 129; 1929, 120.

Growth of the Industry—The production of mayonnaise, salad dressing and related products continued to show a substantial increase in 1929 over 1928. Eighty-seven concerns, the production of which is believed to represent between 60 and 65 per cent of the industry, submitted figures for both years and showed an increase of slightly better than 17 per cent. The phenomenal growth in the production of salad dressing from 1928 to 1929 is revealed in this tabulation, this product including spreads having increased 52 per cent.

Only fifty-seven concerns, representing approximately 50 per cent of the industry on a value basis, furnished figures for the three-year period, 1927 to 1929. These concerns showed an increase in production of all products of about 29 per cent in 1928 over 1927 and of 10 per cent in 1929 over the preceding year. The figures in the three-year trend tabulation are not, of course, as representative of the industry as are those in the two-year trend table. Apparently the thirty additional concerns included in the two-year trend are increasing their production at a greater rate than the remainder.

As in the case of the tabulations on Production by Varieties, the 1927 and 1928 figures in the three-year trend have been increased to a greater percentage by value of the industry than were those in our last year's survey. Taken together, the two tabulations show an increase in production of all products of 29 per cent in 1928 over 1927 and of 17 per cent in 1929 over 1928.

Two-Year Trend

Product	No. Mfrs.	1928	1929	P. C. Inc.
Mayonnaise	83	$20,035,807	$21,203,446	5.8
Salad Dressing, Sandwich Spreads, etc.	68	6,565,531	9,980,361	52.0
Totals	87	$26,601,338	$31,183,807	17.2

Three-Year Trend

Product	No. Mfrs.	1927	1928	1929	Per Cent of Increase 1928 over '27	Per Cent of Increase 1929 over '28
Mayonnaise	55	$13,704,300	$17,740,505	$18,063,974	29.5	1.8
Salad Dressings, Sandwich Spreads, etc.	44	3,807,083	4,900,268	6,905,955	28.7	40.9
Totals	57	17,511,383	22,640,772	24,969,929	29.3	10.3

Distribution of Mayonnaise and Related Products—No very great changes are noted in labeling practices in 1929. The following tabulation shows a slight increase in the percentage packed under buyers' labels, and a small decrease in the proportion packed under manufacturers' labels. The fact that the change are so small and that figures are only available for two years makes it doubtful whether or not this indicates any trend which might be continued in the future.

Distribution of Products

Branding	Value 1928	Value 1929	Percentage of Total 1928	Percentage of Total 1929
Own labels	$20,294,684	$30,864,267	96.02	93.84
Buyers' labels	830,248	1,889,193	3.93	5.74
Unlabeled	9,900	136,312	0.05	0.42
Totals	$21,134,832	$32,889,772	100.00	100.00

Number of concerns reporting above: 1928, 123; 1929, 118.

The tabulation on sales by channels of distribution reveals that 58 per cent of the total production goes directly to the retailer through the manufacturers' wagons or through wagon distributors and that nearly 30 per cent is distributed through wholesale grocers. These percentages are based on reports from 117 manufacturers producing, it is believed, about 65 per cent of the total production of mayonnaise and related products. A survey of the answers made to this section of the questionnaire showed that, in general, a greater proportion of the production of the larger concerns is sold through manufacturers' wagons or wagon distributors, and that the greater percentage of the output of the smaller concerns is distributed by other methods. There were, of course, exceptions to this. Since this survey does not include all of the small concerns making mayonnaise, it is probable that the percentage sold through wagons would be to some extent lower for the industry as a whole.

The percentage shown as going direct to chain stores probably represents only the quantity sold in that manner, and it is not believed that it is a true index of the quantity of mayonnaise and salad dressing sold through this type of outlet. It seems probable that some of these products reported as going direct to retailers through manufacturers' wagons or wagon distributors went to chain stores as well as to independent retailers. The percentage given is considerably lower than the minimum estimate on the proportion of all food products sold through chain stores.

The proportion shown as going directly to the consumer also probably does not reflect the true condition for the industry as a whole, since the smaller concerns which would sell these products in this way are not very largely represented in this survey.

It is impossible to make any comparison between these figures and those submitted in answer to somewhat similar questions in the 1928 survey. The replies received to the similar section of last year's survey were not very clear in many instances, and the necessity of showing them exactly as given presented a number of "distribution methods" which appeared to overlap or conflict. For this reason the questions in this part of the current survey were changed somewhat.

Channels of Distribution

Method	Value	Per Cent of Total
Direct to retailer through own wagons or wagon distributors	$19,103,434	58.0
Direct to retailer	1,584,846	4.8
Direct to wholesale grocers	9,728,774	29.6
Direct to chain stores	2,416,266	7.3
Direct to consumer	87,267	0.3
Totals	$32,920,587	100.0

Number of concerns reporting above: 117.

Distribution by Sizes of Containers—Several noteworthy changes occurred in the distribution of production by sizes of containers. The percentage packed in each of the three principal sizes, the 3½-once, the 8-ounce and the pint, increased in 1929, the total percentage packed in these three sizes being 81.5 in 1929 as compared with 75.3 in 1928. The quantity of mayonnaise packed in the 8½-ounce container, as well as the number of firms using it, dropped to a very small amount in 1929, the percentage being smaller in 1929 than any of those shown. The number of concerns using this size container and the percentage of production packed in it are not shown in order to avoid any possibility of disclosing the activities of private concerns. It is not certain that this reflects a decreased use of this size to the extent indicated as far as the industry as a whole is concerned. The very small number of concerns using this size would make it possible for an additional report from a firm using it to change the percentage substantially.

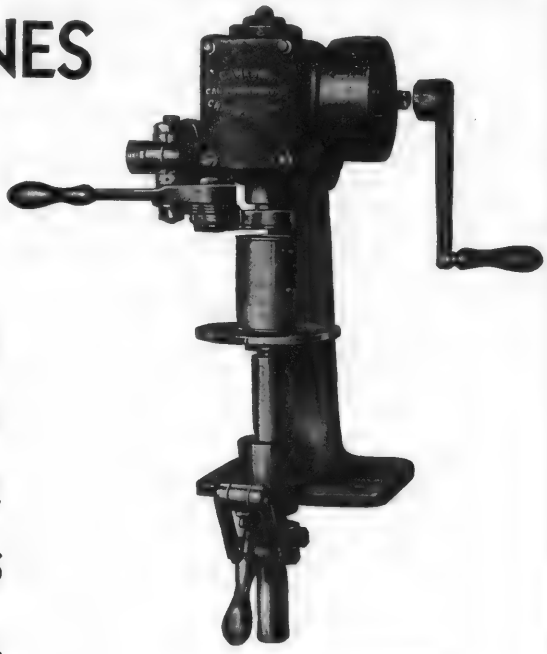
Pack by Sizes of Containers

Size of Containers	Number of Firms Using this Size 1928	Number of Firms Using this Size 1929	Per Cent of Total Packed in Each Size 1928	Per Cent of Total Packed in Each Size 1929
3 oz.	25	30	2.8	1.4
3¼ oz.	4	14	0.4	1.6
3½ oz.	33	35	11.3	13.1
8 oz.	82	96	38.5	41.2
8½ oz.	4	*	6.7	*
Pint	94	90	25.3	27.2
Quart	84	75	7.1	5.6
Gallon	96	91	4.8	6.5
Others	....	....	3.1	3.4

Number of Firms Showing Production by Sizes 1928	Number of Firms Showing Production by Sizes 1929	Amount of Products Made by These 1928 Gallons	Amount of Products Made by These 1929 Gallons
116	114	11,968,055	15,470,344

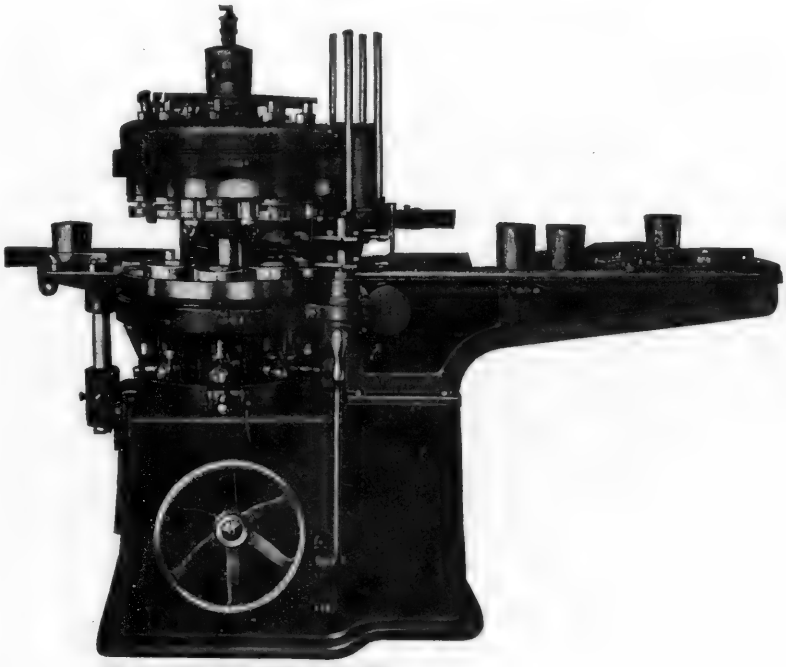
*Included with "others" to avoid disclosing activities of individual firms.

CLOSING MACHINES REGARDLESS OF OUTPUT

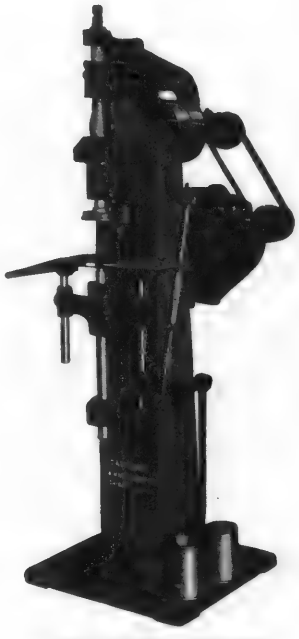


NO. 287 DOUBLE-SEAMER

WE MAKE EVERY MACHINE FOR CAN-MAKERS REGARDLESS OF THE STYLE OF CAN OR THE NUMBER REQUIRED. SEND US YOUR CAN-MAKING PROBLEMS. WE MAY CUT YOUR COSTS.



NO. 51 ROTARY DOUBLE-SEAMER



NO. 121 DOUBLE-SEAMER

CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

Peak Months—The following is a tabulation of the replies to the question "What is your peak season or which months do you consider the best?" Very little change is noted in 1929 from the situation in the previous year, with the exceptions that the winter months each received a few more "votes" than in 1928. The increase is small and it is not known to what extent this may or may not indicate a trend. An analysis of the reports received showed that the great majority of the larger manufacturers still find the late spring, summer and autumn months the best. Whether or not there is any definite trend toward increased sales in the winter months could only be ascertained through the collection of monthly sales figures.

Peak Months in Mayonnaise Industry

Month	1929	1929
June	70	83
July	70	68
May	66	60
August	55	41
April	42	40
March	22	24
September	40	15
October	17	15
February	8	10
January	6	10
November	5	10
December	7	9

INSTRUMENT DEVISED FOR MEASUREMENT OF "HEAD SPACE" IN CANNED PRODUCTS

From The United States Daily

THE Federal Food and Drug Administration is using a new device for precise measurement of what is known in the canning industry as "head space" in canned foods. Standing before a long table in the Administration's laboratory, amid an array of bottles and other chemical paraphernalia, H. A. Lepper, chemist in the laboratory, demonstrated the use of the new instrument in that part of the service of the Department of Agriculture on October 28. Tearing open the top of a big can of rhubarb, he put the can on scales and after weighing it with its contents he applied the device measuring the distance between the top of the can and the top of the food within the can, including the liquid above the solids, because, he explained orally, "we regard liquid to some extent as food, too."

The new measuring instrument was devised by C. O. Dodge, chemist, now stationed in the New York office of the Food and Drugs Administration. Mr. Lepper described it in this way: "It is made of brass. It consists of a circular perforated plate, the diameter of which varies according to the size of what it is to be measured. On the plate is a vertical brass rod bearing rulings in inches."

"The purpose of this meter device," Mr. Lepper said, "is to determine the amount of head space from the top of the can to the top of the food. There are different sizes of the device for different sized cans. By aid of this instrument, one measures the distance from the top of the can to the liquid in the can and also to the solid material in the can. We say solid material instead of solid food because we also regard liquid to some extent as food. The device measures what is recognized in the canned food industry as 'head space.'

"These measurements are to afford assurance that as much of the food has been put into the can as it is possible to put in without impairment of the quality. Canners, speaking generally, co-operate with the Department of Agriculture by putting in as much food as good commercial practice requires."

Under the terms of the food and drugs law, as amended by Act of Congress approved by the President on July 8, 1930, the term "misbranded" applies to canned foods falling below the standard of quality, condition and "fill" of container.

Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

IN July, 1929, this department received a letter asserting there was a definite need and place for the field broker. Those of you who remember the article will recall I stated that the field broker functions best as a buyer's agent.

During the past sixty days one broker, at least, has written one or more of his representatives and told him it was strictly up to him to get any kind of a bid on goods offered and rush it in!

Can you imagine that?

"Get any kind of a bid and rush it to us!"

Continuing, the broker in question says in his instructions, "We will do all we can to get you confirmation."

There you have it. That's the attitude so strongly suspected of all brokers by the majority of canners, and one at least is living up to expectations.

In these times, with markets weak enough at the best, with the average buyer very, very hesitant about placing orders except as goods are actually out, all the strength possible must be injected into the situation if the canning trade is to enjoy a just return on their packs.

Ordinarily a canner may see his customers once or twice a year. His broker sees them every day in some cases and once a week at the longest interval. The canner must depend on his broker for the strength needed to get us through this period of weak markets.

If the broker is looking for offers, if he is willing to fight his packers to get these offers confirmed for the sake of the measley commission at stake, the whole brokerage fraternity is going to lose quickly all the ground gained this year by the splendid recognition accorded them when Sun Maid went back to brokers.

I can't believe the brokers of this country as a whole are looking for offers and willing to push confirmations through.

However, if I were to employ an unknown man to wash my car, I would take care and not leave fifty or a hundred dollars loose in the garage where it was offering a constant temptation to him, if he was decidedly in need of money.

I'd keep temptation out of his reach as far as I could. I'd put my money in my pocket and keep it there.

If you are using field brokers for the disposal of your pack, don't leave money where it will tempt them!

Don't intimate in the slightest degree that you are dubious about the market, worried over large packs and the business depression.

If you do, the weak-kneed broker will take you for your bank roll. And he'll do it so painlessly you'll thank him for helping you get out from under.

That goes for the field broker, the canned foods broker representing you alone and the specialty broker who has just begun to handle your account.

There is the same good reason today as always for the canner to ask and get a fair price for his pack.

The buyer is not interested particularly in buying at ruinously low prices, but he must buy at the lowest market price or he can not keep his firm in business.

If you weaken and shade your price, the other fellow will find it out, go you one better, under-shade your price, and bang goes the market on the toboggan!

And you started it by your cut or by listening to your "buyer's agent," the broker who is looking solely for his momentary commission.

If your broker is unduly insistent about your accepting "offers," get another broker or stay out of the market.

It is often better to lose business altogether than it is to take it at a price which breaks the market.

* * *

A salesmanager in New Jersey asks this question:

"Do you think a canned foods salesman, calling on the retail trade, for instance, could profitably use a sales portfolio such as are used by salesmen selling electrical refrigeration?"

If the portfolio is properly arranged and contains enough of interesting data and sales facts, there is no question but what it can be used to very great advantage.

Canned foods have been sold since the memory of their first sale to the retailer, by sampling as the principal means for promoting their sale. When reputation for excellence or consumer demand has been established by any, selling for spot or future delivery has degenerated to a low level of passive inquiry for the order.

Send out a salesman or twenty, if you can, have them all equipped with sales portfolios such as are used by salesmen for electrical refrigerators, weather stripping, etc., and you will gain interest for and in your pack which you have never thought possible.

I say you will gain interest. There is one factor present which, if neglected or overlooked, will cause the use of these portfolics to fail in accomplishing the purpose for which they are intended.

Your salesman must also be provided with a set or "canned" sales talk. No talk to be blindly without expression or life, but a sales talk made their own by your salesmen.

The portfolio need not be bulky, as thirty to forty pages will do a good job and furnish sales material which, when used in connection with the sales talk itself, will require an hour to deliver, if as much time as that can be obtained for an interview.

Suppose you select six good outside views of your growing crops, six of factory operations, six of your office interiors, if you wish, and then fill the remainder of your portfolio with as good photographs as you can get of your cans of food.

A sales caption or suggestion goes on each page; some pages can be devoted with splendid effect to solid presentation of sales arguments.

The set sales talk naturally follows closely the arrangement of pages in your sales portfolio.

Doing this it serves as a memory jogger and the talk can hardly be forgotten after careful study.

Picture for yourself the average opening day of a salesman calling on a retail grocer. He can only state his mission, get into his sales story and retain his customers' attention by sheer strength of personality or argument.

The sales portfolio can well be introduced by the statement, "Mr. Jones, I have something here which I have prepared for you."

See, by this statement you show interest in Mr. Jones, you capture his attention and arouse his interest at the very beginning of your sales approach.

Depending on its arrangement, of course, the portfolio will retain this interest, arouse his desire for some of your offerings and help to close the sale.

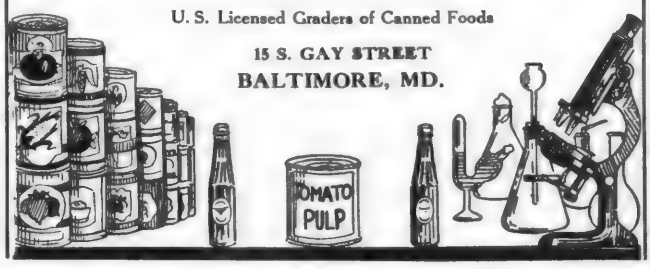
Older salesmen will laugh at the idea of both portfolio and "canned" sales talk, but 1930 will see canned foods salesmen using more than ever of both.

Get your men in line.

Selling of any sort will not be easy in 1931.

Sell in a different way and you will benefit by so doing.

STRASBURGER & SIEGEL
Consultants to the Canning Industry
CHEMISTS, BACTERIOLOGISTS
Spoilage Investigations
U. S. Licensed Graders of Canned Foods
15 S. GAY STREET
BALTIMORE, MD.



NOTICE!

The 1931 TOWNSEND String Bean Cutter is a better value than ever before, because of certain improvements which we shall be glad to explain upon request. If you are thinking of String Bean Cutting equipment, it will pay you well to find out about this offering, NOW, while the maximum discount is available.

BURTON, COOK & CO., INC.,
ROME, N. Y.

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—200, 250 and 300 gal. Copper Steam Jacketed Kettles, in A-1 condition, complete with frame and valves.

Two 300 gal. Jacketed Copper Kettles.

The above items are all in good condition, and are offered because of changes that are being made in my equipment.

Address Box A-1690 care of The Canning Trade.

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes – 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.

Kettle Manufacturers . . Established 1876

FOR SALE—One adjustable Knapp Labeler, 1928 model; also one 1 lb. and one 3 lb. Knapp Labelers, in good working order.

Address Box A-1775 care of The Canning Trade.

Wanted—Machinery

WANTED—Immediate delivery, 2 Ayars Double Rotary Fillers, 1 Monitor Tomato Scalder, 1 Steam Hoist, 1 Link Belt Peeling Table, and other equipment for a tomato plant of 2000 cases capacity per day. State condition of each machine and lowest cash price for prompt acceptance.

Address Box A-1772 care of The Canning Trade.

WANTED—Single Station Die Flanger similar to Max Ams No. 94B.

National Can Co., Uphams Corner Station,
Boston, Mass.

WANTED—Sterling or Anderson Power Dice and Cube Cutter. State condition and price.

Address Box A-1777 care of The Canning Trade.

WANTED—Single Station Double Seamer for small canning plant. State make, condition and lowest cash price.

Address Box A-1780 care of The Canning Trade.

For Sale—Miscellaneous

FOR SALE—Several cars of strictly whole Tomato Pulp in five gallon cans, good color and fine flavor.

W. L. Jones Food Co., Pemberville, Ohio.

FOR SALE—3863 acre well improved farm; seven miles from County Seat and railroad station on it; Electric Line and Turnpike Road through it. Ideal for growing tomatoes, corn, etc. for canning; also for dairy. Will sell for cost of improvements.

T. Z. Daniel, Millen, Ga.

Situations Wanted

POSITION WANTED—By Pork and Bean or Catsup Packer; can install machinery for same. I have an up-to-date recipe for both Bean Sauce and Catsup.

Address Box B-1770 care of The Canning Trade.

POSITION WANTED—Manager or General Manager over chain of factories. Seventeen years experience in packing canned foods; can take charge, also install machinery. Understand canning green beans, tomatoes, sweet potatoes, pumpkin, puree, spinach, turnip and mustard greens. Experienced in buying cans and boxes, also selling goods as futures or spots. Understand warehousing; know how and what shape cans should be labeled. Familiar with Knapp Labelling machines and Panama Closing machines; know the proper seams on cans and change parts and the proper process of each item canned. I am ready to figure with any reliable canning company. Can furnish references. Might consider some stock in new company.

Address Lock Box 102, Clever, Mo.

POSITION WANTED In a canning factory as Superintendent or Assistant Superintendent, packing fruits and vegetables. Can build plant and install machinery.

Address Box B-1773 care of The Canning Trade.

POSITION WANTED - As Manager or Assistant Manager in canning factory packing vegetable crops. College graduate with several years experience as agricultural advisor to growers of canning crop. Can breed, improve and maintain choice stocks of canning crop seeds. Experience in managing canning factory help. Capable and reliable; best reference.

Address Box B-1778 care of The Canning Trade.

POSITION WANTED—By German, young man, high class expert in making Jams, Preserves, Jellies, Marmalade and Syrups. 12 years experience.

Address Box B-1779 care of The Canning Trade.

Help Wanted

WANTED—First-class Sales Manager and several first-class Salemen who are familiar with the can trade.

Apply to Andrew J. Sordoni, President, Wilkes-Barre Can Co.,
Wilkes Barre, Pa.

WANTED—High grade canned foods salesman for contacting wholesale grocery and chain store trade

Address Box B-1771 care of The Canning Trade.

WANTED Salesman or Sales Manager experienced in selling canned foods to the trade East of the Mississippi River. State age and salary wanted.

Address Box B-1781 care of The Canning Trade.

WAREHOUSING

Field and Metropolitan warehousing, the first merging into the latter if desired.

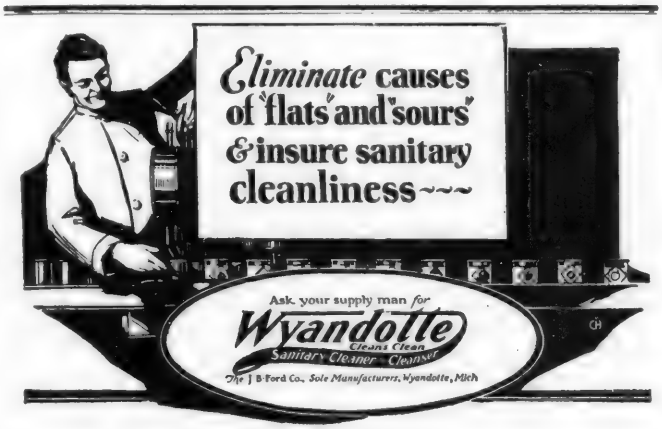
FINANCING

Loans arranged thro' affiliated organization at lowest rates consistant with collateral available.

SERVICE

General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.

GUARDIAN WAREHOUSING COMPANY
222 West Adams Street
Chicago.



—*Since 1913*— Reference: National Bank of Baltimore
CANNED FOODS BROKERS COMMISSION MERCHANTS

Howard E. Jones & Co., Inc.

200-202 E. Lombard St. at Calvert St., Baltimore, Md.

Slaysman & Co.

Automatic Can Making Machinery

801 E. Pratt Street :-: Baltimore, Md.

THE BOOK YOU NEED ! !

"A Complete Course in Canning."

5th Edition *386 Pages* *Price $10.00*

Published by THE CANNING TRADE.

J. Harry Cain

Merchandise Broker

Canned Foods a Specialty

Phoenix Building, -:- Baltimore, Md.

Canners Exchange Subscribers

at

Warner Inter-Insurance Bureau

* * *

Fire Insurance
for the Canning Industry
at an average of 60c. below
the usual rates.

* * *

LANSING B. WARNER Incorp.
155 East Superior Street
Chicago, Illinois

ZASTROW-MITCHELL PINEAPPLE GRATER

for Pineapples, Grape-Fruit, Cocoanut, Apples, Oranges, Lemons, etc.

DOUBLE-TYPE, HOPPER REMOVED

Manufactured by

Zastrow Machine Co. Inc.
Foot Thames Street
BALTIMORE, MD.

Pineapple Corers, Sizers and Slicers

LABELS

—as you like them
—when you want them

We are so located that we can take care of all your wants, promptly, dependably.

Avoid a rush-job. Give us time and we can give you the better job. But we can take care of the rush job, too.

—Labels of every description
—As many colors as desired
—And at the right prices

Piedmont Label Co., Inc.
Bedford, Va.

Can prices
1930 season

The American Can Company announces the following term contract prices, F.O.B. its factories, for Standard Sizes of Sanitary Cans for the Central and Eastern parts of the United States.

No. 1 size	$14.85 per M.
No. 2 size	20.67 per M.
No. 2½ size	26.06 per M.
No. 3 size	28.14 per M.
No. 10 size	62.21 per M.

AMERICAN CAN COMPANY
CONTAINERS OF TIN PLATE - BLACK IRON - GALVANIZED IRON - FIBRE
METAL SIGNS AND CANCO DISPLAY FIXTURES

CANNED FOODS STORAGE

MONEY Loaned on Consignments at reasonable rates of interest - on our own negotiable Warehouse Receipts,

For full information, write us direct or consult your Brokers.

WAKEM & McLAUGHLIN
(INCORPORATED)
225 E. ILLINOIS ST., CHICAGO, ILL.

Knapp

LABELING MACHINES
non-adjustable or adjustable

CASE PACKERS
for all standard size cans and arrangements of cans in case

CAN LINE DIVIDERS
CAN BOOSTERS
CASE SEALERS

Let KNAPP engineers assist in modernizing your warehousing system

The FRED H. KNAPP CORPORATION
GENERAL OFFICE AND FACTORY
RIDGEWOOD, NEW JERSEY

CANNERS SEED PEAS

Our seed peas are grown under the personal supervision of members of our firm in the Pacific Northwest where climatic conditions are most favorable for high vitality.

"OUR SEEDS GROW FRIENDS"

WRITE FOR FUTURE CONTRACT PRICES

Washburn-Wilson Seed Co.
Moscow, Idaho

AMSCAN

CERTIFIED

SEALING FLUID
"The Golden Band"

Insist on AMSCAN—the perfect Sealing Compound—and be safe.

THE MAX AMS MACHINE CO., NEW YORK

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., *Howard E. Jones & Co.
New York prices corrected by our Special Corespondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

ASPARAGUS* (California)	Balto.	N.Y.
White Mammoth, No. 2½	.....	.....
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	3.50
Peeled, No. 2½	.....	3.20
Medium, No. 2½	.....	.....
Green Mammoth, No. 2½	.....	2.65
Medium, No. 2½	.....	2.70
Small, No. 2½	.....	2.65
Tips, White, Mammoth, No. 1 sq	.....	3.00
Small, No. 1 sq	.....	3.00
Green Mammoth, No. 1 sq	3.40	3.40
Small, No. 1 sq	2.80	2.90
BAKED BEANS‡		
Plain, No. 1	.60	.65
No. 2	.....	.....
No. 3	.....	.....
In Sauce, 18 oz	.75	.80
No. 1	.60	.....
No. 2½	1.40	1.50
No. 10	4.25	4.75
BEANS‡		
Stringless Stand. Cut Green, No. 2	.90	.85
Standard Cut Green, No. 10	4.50	.....
Standard Whole Green, No. 2	.....	.....
Standard Cut Wax, No. 2	1.10	1.00
Standard Cut Wax, No. 10	.....	.....
Red Kidney Standard No. 2	1.00	.....
Standard, No. 10	5.00	Out
LIMA BEANS‡		
No. 2, Tiny Green	2.15	.....
No. 10	11.25	.....
No. 2, Medium Green	1.65	.....
No. 10	9.25	.....
No. 2, Green and White	1.15	1.35
No. 10	7.25	.....
No. 2, Fresh White	1.15	.....
No. 10	6.50	9.00
Soaked, No. 2	1.05	.....
BEETS‡		
Baby, No. 2	1.75	1.85
8-15, No. 2	.....	.....
15-20, No. 3	1.50	.....
Cut, No. 2	1.00	1.20
Cut, No. 10	4.00	.....
Whole, No. 10	4.25	5.00
Diced, No. 10	4.25	.....
CARROTS‡		
Standard Sliced, No. 2	.90	1.05
Sliced, No. 10	4.00	5.00
Standard Diced, No. 2	.90	.....
Diced, No. 10	4.00	5.00
CORN‡		
Golden Bantam, Fancy No. 2	.....	1.15
Extra Standard, No. 2	.....	.....
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy, No. 2	1.15	.....
Extra Standard, No. 2	1.40	.....
Standard, No. 2	1.30	.....
Standard, No. 10	.....	.....
Crushed, Fancy No. 2	.....	.....
Extra Standard, No. 2	1.10	.....
Standard, No. 2	1.00	.....
Standard, No. 10	.....	.....
HOMINY‡		
Standard Split, No. 3	1.10	1.20
Split, No. 10	3.25	3.75
MIXED VEGETABLES‡		
Standard, No. 2	.95	.....
No. 10	4.50	.....
Fancy, No. 2	1.05	1.15
No. 10	5.00	5.50
OKRA AND TOMATOES‡		
Standard, No. 2	1.25	1.45
No. 10	6.50	.....
PEAS‡		
Petit Pois, 1s	.....	.....
No. 2 Fancy Sweets, 2s	.....	1.70
No. 2 Fancy Alaskas, 2s	.....	1.65
No. 3 Fancy Alaskas, 2s	.....	1.40
No. 3 Fancy Sweets, 2s	.....	1.50
No. 4 Fancy Sweets, 2s	.....	1.25
No. 5 Fancy Sweets, 2s	.....	1.15
No. 3 Std. Alaskas, 2s	1.10	1.02½
No. 4 Std. Alaskas, 2s	1.05	.95
No. 5 Std. Sweets, 2s	.....	.95
No. 3 Std. Alaskas, 10s	5.75	5.75
No. 4 Std. Alaskas, 10s	5.50	5.50
No. 4 Early June, 1s	.....	.....
PUMPKIN‡		
Standard, No. 2½	1.00	.....
No. 3	1.25	1.30
No. 10	3.75	3.75

CANNED VEGETABLES——Continued

SAUER KRAUT‡	Balto.	N.Y.
Standard, No. 2	1.00	.90
No. 2½	1.10	1.00
No. 3	1.15	1.05
No. 10	3.75	3.50
SPINACH‡		
Standard, No. 2	.95	.90
No. 2½	.....	.....
No. 3	.....	.....
No. 10	.....	4.25
SUCCOTASH‡		
Standard Green Corn, Fresh Limas, No. 10	.....	.....
Standard Green Corn, Dried Limas, No. 2	1.40	.....
(Triple) No. 2 (with tomatoes)	1.35	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B.	.85	.....
No. 2½	1.05	†1.10
No. 3	1.10	†1.15
No. 10	3.50	†3.75
TOMATOES‡		
Extra Standard, No. 1	.....	.....
F. O. B. County	.....	.....
No. 2	1.00	.....
F. O. B. County	.90	.....
No. 3	1.50	.....
F. O. B. County	1.45	.....
No. 10	5.00	.....
F. O. B. County	4.75	.....
Standard, No. 1	.45	.....
F. O. B. County	.42½	.....
No. 2	.72½	.70
F. O. B. County	.70	.....
No. 3	1.20	.....
F. O. B. County	1.10	1.12½
No. 10	3.35	.....
F. O. B. County	3.25	3.30
TOMATO PUREE‡		
Standard, No. 1, Whole Stock	.50	.40
No. 10, Whole Stock	4.00	3.75
Standard, No. 1 Trimmings	.45	.....
No. 10 Trimmings	3.75	.....

Canned Fruits

APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	3.75
Pennsylvania, No. 10, water	3.25	.....
Pa., No. 3	1.25	.....
Pa., No. 10, solid pack	4.50	4.75
APRICOTS* (California)		
Standard, No. 2½	1.80	1.90
Choice, No. 2½	2.25	2.25
Fancy, No. 2½	.....	.....
BLACKBERRIES*		
Standard, No. 2	1.35	.....
No. 3	.....	.....
No. 10, water	7.50	7.00
No. 2, Preserved	.....	.....
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	2.00
No. 10	9.00	9.25
CHERRIES*		
Standard, Red, Water, No. 2	1.40	.....
White Syrup, No. 2	1.75	.....
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	9.75	.....
California Standard 2½	3.10	3.00
Choice, No. 2½	3.40	3.00
Fancy, No. 2½	.....	3.50
GOOSEBERRIES*		
Standard, No. 2	.....	.....
No. 10	.....	.....
GRAPE FRUIT JUICE*		
No. 1	1.15	.....
No. 5	5.00	.....
PEACHES*		
California Standard, No. 2½, Y. C.	1.60	1.90
Choice, No. 2½, Y. C	1.80	2.00
Fancy, No. 2½, Y. C	.....	.....
Extra Sliced Yellow, No. 1	1.35	1.30
Seconds, Yellow, No. 3	.....	.....
Pies, Unpeeled, No. 3	.....	1.10
Peeled, No. 10	5.00	5.25

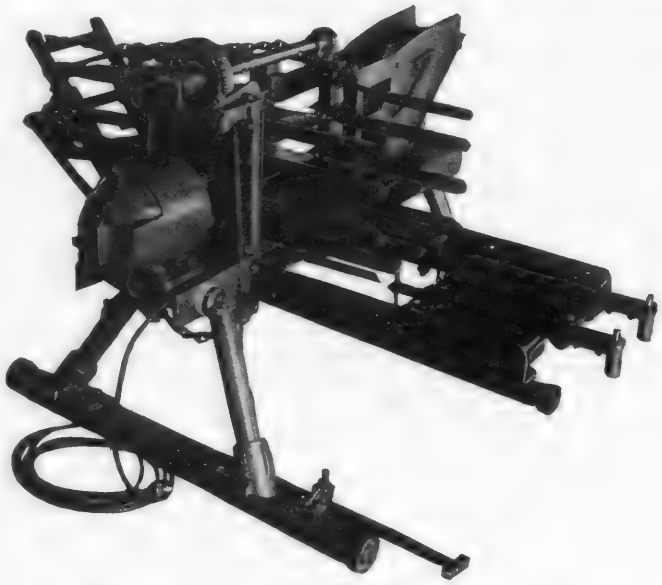
CANNED FRUITS—Continued

PEARS*	Balto.	N.Y.
Standards, No. 2, in syrup	1.10	.....
No. 3	1.60	.....
Seconds, No. 3, in water	.....	.....
No. 3, in Syrup	1.25	.....
Extra Standards, No. 2, in Syrup	1.10	.....
No. 3	1.60	.....
California Bartletts, Standard 2½	2.40	2.15
Choice	3.50	2.50
Fancy	.....	2.75
Standard, No. 10	.....	.....
PINEAPPLE*		
Hawaii Sliced, Extra, No. 2½	2.50	2.50
Sliced Standard, No. 2½	2.35	2.30
Sliced Extra, No. 2	.....	2.40
Sliced Standard, No. 2	.....	2.10
Grated, Extra, No. 2	.....	2.45
Shredded, Syrup, No. 10	.....	8.50
Crushed, Extra, No. 10	.....	10.00
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.....	.....
Preserved, No. 2	.....	.....
Extra, Preserved, No. 1	.....	.....
Extra, Preserved, No. 2	.....	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	4.00	3.25
No. 10s	14.75	.....

Canned Fish

HERRING ROE*		
10 oz	1.00	1.15
16 oz	1.25	1.50
17 oz	1.25	1.50
19 oz	1.35	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz	.....	.....
½-lb. cases, 4 doz	.....	3.85
¼-lb. cases, 4 doz	.....	2.00
OYSTERS*		
Standards, 4 oz	1.20	.....
5 oz	1.30	1.25
8 oz	2.40	.....
10 oz	2.60	2.50
Selects, 6 oz	2.25	.....
SALMON*		
Red Alaska, Tall, No. 1	.....	3.20
Flat, No. ½	.....	.....
Cohoe, Tall, No. 1	.....	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. 1	1.10	1.15
Columbia Flat, No. 1	.....	4.75
Flat, No ½	.....	2.60
Chums, Tall	1.00	.98½
Medium, Red, Tall	.....	2.15
SHRIMP*		
Dry, No. 1	1.65	1.65
Wet, No. 1, Large	1.80	1.75
SARDINES* (Domestic), per case		
¼ Oil, Keyless	.....	†3.15
¼ Oil, Decorated	.....	†4.75
¼ Oil, Tomato, Carton	.....	.....
¼ Mustard, Keyless	.....	†3.15
¼ Oil, Carton	.....	†4.25
¾ Mustard, Keyless	.....	†2.85
California, Oval, No. 1	.....	†3.15
TUNA FISH* (California), per case		
White, ½s	.....	.....
White, ½s	14.00	9.00
White, 1s	.....	13.50
Blue Fin, ½s	.....	7.25
Blue Fin, 1s	.....	13.25
Striped, ½s	.....	6.75
Striped, 1s	.....	12.00
Yellow, ½s	.....	7.25
Yellow, 1s	.....	13.50

Users of Boxers Buy KYLERS Year After Year



Packers who once use **KYLER BOXING MACHINES** continue to purchase **"KYLERS"** year after year—because of the exceptional quality of these boxers. There is no question about **"KYLER"** performance. They stand up under all conditions. They represent the last word in boxer design and construction. Better boxers cannot be made at any price, and it is this outstanding factor that contributes to the fame and popularity of **"KYLERS."**

Westminster Machine Works, Westminster Md.

Landreth Certifies Tomato Seed

As a result of a request by this Company, the Pennsylvania Department of Agriculture this year for the first time since its organization certified three varieties of tomatoes, namely, Marglobe, Greater Baltimore and Bonny Best. The Landreth stocks in all three of these varieties have passed the Certification tests as might be expected. We have grown all of our various varities of tomato under the careful eyes of experts on our Bloomsdale Farm at Bristol. Our reputation in the growing of tomato seed is as enviable as it is with other seeds. For those who desire true stocks order from Landredth.

"Buy the Best—Certified by Test"
Marglobe, Greater Baltimore, Bonny Best

D. Landreth Seed Co.

Bristol, Penna.

The Certified Seed is labeled as such and packed only in colored, cardboard, Lithographed Packages of ½ and ¼ lb. size.

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, NOVEMBER 17, 1930

WEEKLY REVIEW

Tomato Canners Advised to Store Their Tomatoes—Some Details of the Carrying Costs — Corn Statistics Put Out—Canned Fruits in for Heavy Demand —Canned Fish Good Property.

ADVISES STORING TOMATOES—Thomas Roberts & Co., the well known operators of Philadelphia, sent a circular to all tomato canners in the Tri-State territory on November 5th, advising them to store the goods rather than sell at this time. This circular is worth quoting. Here it is, in part:

If you were to sell your tomatoes today you would absolutely take a loss which you would have no opportunity of recovering, whereas on the other hand we cannot see where the market can go much lower and has all in its favor of going higher. With this in view, we would now advance the thought

1. Thoroughly overhaul your goods—
2. Arrange to either store in your own warehouse or ship "storage in transit" to a frostproof and fireproof city public warehouse,

where goods would be available for shipment practically the same day as ordered out regardless of weather conditions, and you would be assured of the tomatoes being carried in perfect condition. If you desire, the goods could be shipped unlabeled and if later wanted for buyer's label, could be labeled immediately at a cost of 1c dozen.

The advantage, as we see it, of storing goods during November rather than a month or so ago, is—

1st:—During September and October you had the advantage of a much higher market than that prevailing today.

2nd:—You have the saving of one to two months' warehouse charges.

3rd:—Your goods have now aged in the can, and the danger of defective cans developing through shipping while goods were hot, is passed, because you will now overhaul your goods thoroughly before shipping to public warehouse, and any defective cans will be removed at this time, thus eliminating the warehouse charges and other troubles which always accompany defective cans.

Another advantage of storing in the city is, you are able to have the goods labeled regardless of weather conditions.

These goods can be stored in such a way that at any time you should need ready funds, these funds would be available immediately on a ratio of about 75 per cent of the market price at a rate not to exceed 6 per cent per annum.

We quote the market on Standard Tomatoes today as follows:

No. 1 tin at 42½c
No. 2 tin at 67½c to 70c
No. 3 tin at $1.10
No. 10 tin at $3.15 to $3.25.

We herewith attach a sheet which will show you how much this will cost you to carry No. 2 tomatoes, each month, based on 70c dozen. Of course, you can figure No. 1, No 3 and No. 10 tins proportionately

The attached sheet, to which they refer, shows that the cost of storage for the first month is 1¼c per doz., and if held until March 15th, four months, the cost would be 2¾c per doz. Insurance is but 20c per $100, for such time as occupied. Interest at 6 per cent for the four months would mean, if you borrowed money on the storage receipt, 2 per cent on the amount borrowed.

We understand that in many sections of the country the canners are storing their goods, as all expect much better prices after the turn of the year. The market is very quiet, and little doing now, and operators do not seem to think that it will change, this side of the turn of the year.

Corn Statistics—The Canners' Service Corp. has just issued its 1930 Corn Pack Statistics, showing a total of 15,504,464 cases all reduced to 2's and including all kinds and grades. Of this number 12,402,965 cases were in the No. 2 size can, as follows, by kind and quality:

	Standards	Ex. Standards	Fancy
Evergreen	2,900,757	471,545	34,458
Narrow Grain	476,014	415,833	236,044
Country Gent.	116,691	932,220	1,929,631
Crosby	55,496	294,928	886,609
Yellow or Golden	184,579	243,900	1,015,470
Golden Bantam	87,046	250,270	1,871,474
Totals	3,820,583	2,608,696	5,973,686

The balance of the about 3,000,000 cases, considered as 2's, is made up in the packings of various sized cans, 1's, 10's, 5's, 303's, 8 oz., 55's and 300's. Here is a study in the percentage of quality corn, and of the carying sizes of cans in which corn is now packed. You can make of it what you like, but apparently the better qualities are far in excess of the

cheaper grades, which shows a very pleasant change, and ought to do the market good. With the bulk of the pack Extra Standards and Fancy the sale of canned corn should improve, and the market with it.

Fruits—Some one has started the rumor that there will be a tremendous demand for canned fruits of all kinds between now and the Christmas holidays; and for once in their lives the rumor factory seems to have turned out something with some substance and backing in it. The people are fruit-hungry in the greater part of the whole country, because of scarcity of home-grown fruits during the summer, and because home-preserving was possibly at a lower stage than ever before. If this be true, and it seems to be, the demand for canned fruits may be expected to develop, as now promised. California reports is stocks working down in a very satisfactory manner, but that buying is of the small order sort, steadily, however, draining the supplies. Fruits are good property.

Fish—Salmon is working out of the slump it dipped into for a while as the supply is not over-heavy, and the advertising is creating good demand for this product. Here's a novel report from G. P. Halferty & Co. of Seattle, Wash.:

FACTS AND FIGURES

If there's one thing I dislike more than another, it's detailed statistical matter. Figures have their proper place south of rouged lips and marble necks and should be allowed to assume the other role only when their importance justifies the metamorphosis. So—forgetting for the nonce, the masterpieces entitled Joan Crawford, Dorothy Knapp, et al, let's make an honest endeavor to concentrate on these few facts:

August and September consumption of Pink and Chum Salmon was from 25 to 50 per cent greater than for the same period last year. That's quite a record and while I've got the needle in, here's one more squirt. Reports now coming in indicate that the increase has continued through October.

Can you stand just one more? The buyers who are participating in this heavy distribution did not anticipate it and will need to replenish their stocks before they expected to.

Prices of $1.00 for Alaska Pinks and 90c for Alaska Chums are below cost—which is too cheap, and I've a hunch they will advance.

Fresh oyster prices put them almost out of reach; the canned shrimp pack is badly disappointing, and both of these items are widely used. Canned fish will improve.

NEW YORK MARKET

By "NEW YORK STATER."
Special Correspondent of "The Canning Trade."

Market Devoid of Any Decided Trend the Past Week—Corn Has Been Irregular—Tomatoes Not Attracting Much Attention.

New York, Nov. 13, 1930.

WHILE the market has been devoid of any marked trend the past week, appearing to remain in the irregular spot that it has occupied for quite some time, technical conditions promise a rapid improvement once the trend of the market does turn. With the hand-to-mouth purchasing policy of the buyers resulting in greatly depleted stocks of canned foods both in the hands of distributors and in warehouses, the way is thus opened for a rapid advance throughout the entire list when business picks up. Combined with the fact that it is the off-season for heavy movements of canned foods is the general feeling of depression occasioned by the unemployment prevalent, not only in New York City, but in every large city throughout the country. For that is what is affecting the food industry, just as it is practically every other field of business. Take away the purchaser's means to buy and you automatically stop business. Restore the means to purchase and business is again moving normally.

Applesauce—While the majority of the lines held firm, New York State applecause was easier as several of the larger packers entered the price war started by the small packers. Since the recent announcement of opening prices in this grade there has been persistent price cutting carried on by the smaller packers, but until recently the larger packers have stuck to their announced schedule. The first of the week, however, was marked by several of the larger canners offering fancy N. Y. State applesauce in No. 2 cans at the factory at $1, while some were reported as offering this grade at $1, delivered.

While some of the smaller packers have been offering No. 2s at around 90c, these offerings are reported as being off grade. Disgusted at the present market conditions here, packers from other states are not making any effort to move their stocks in this market at present price levels.

Corn—Has been irregular, with continued easiness in the offerings of Maine Golden Bantam being noticed. Crosby, on the other hand, is very scarce and several packers have withdrawn on this item entirely. The easiness in Golden Bantam is caused by the forced liquidation of several packers who have apparently made no storage or financial arrangements for carrying their crop until the market improved. Offerings of this character are not over yet, as several packers are offering Golden Bantam at bargain levels. Offerings of Western corn, of good quality, are around 95c to $1 at the factory, with some offerings of inferior grades at 85c.

Peas—Are of market interest to the trade, which is closely watching for the first sign of weakness in the price structure. Offerings are holding up well, although several scattered instances where sales have been made at sub-normal prices, have been noticed. These soft spots in the most part, however, are caused by forced liquidation of some small canner, with the larger packers holding the quotes at the announced levels. However, the reported shortage of both storage facilities and adequate financial resources to move the pack into consumers' hands without throwing stocks on the market may result in widespread price declines throughout the entire list within the next month or so.

Tomatoes—Are not attracting much attention at their present price levels, as the majority of the buyers are not interested in anything unless it is a marked bargain. And while in view of the shortage of tomatoes, the present prices are at bargain levels, the buyers prefer to wait. With the forced sales of Southern tomatoes which have had such an unsettling effect on the market in recent weeks out of the way, the remaining stocks seem to be in strong hands. Any canner in the South who has not been forced to dispose of his pack already has now placed it in storage and intends to keep it there until the market picks up and he can dispose of it at a price affording a reasonable level. And when the buyers start coming into the market next spring to fill their needs, that is when the canner is going to be able to dictate his own price, within reasonable limit, of course. This is one time when the buyer must pay the canner's price or else go without.

Canned Fish—The only feature in this field is salmon. Although it is the off-season for this item, reports are that pinks are moving in moderate quantities at $1, Coast. The packers are not making much profit at this level, but they at least have the satisfaction of knowin that the surplus stock is being reduced. Tuna fish and crab meat continued dull. Shrimp showed slight improvement on moderate increase in demand.

CHICAGO MARKET

By "OBSERVER,"
Special Correspondent of "The Canning Trade."

Spotty and Dragging—Heavy Buying Seems Certain as Stocks Are Low—Forced Sales of Tomatoes Have Hurt the Market — No. 10 Corn Scarce — Lowered Prices on Peas Increased Buying — Light Pack of Pumpkin—Necessary for All Canners to Understand the Changing Conditions.

Chicago, Nov. 13, 1930.

SPOTTY- A combination of influences have made business very spotty here recently. Wholesalers are operating with extremely low stocks and will not make heavy commitments in replenishing, with the result that most lines outside of strictly holiday goods are dragging.

Reports from all quarters indicate that sales out to consuming channels are healthy and almost normal for this season of the year. There will be a turn in conditions ere long, which will mean a lot of wholesome purchasing all through the line.

The few smart operators who can foresee the next move stand to make a fine showing as a reward for their exercise of sound judgment.

Tomatoes—Prices unchanged. Selling pressure has caused buyers to take their own time as to buying, and has, in fact, thrown an unwarranted scare into many of the buyers who are less surefooted in their confidence of what the market will do next.

There are at least a few operators who are working on a forced sale policy, and who must be relieved of surpluses before the situation will right itself. Such a turn will, of course, occur sharply when once that time arrives.

Corn—Prices unchanged, but a little better inquiry, which indicates to those who have their ear carefully attuned to the situation that an upturn may soon be effective.

There is a scarcity of all grades of No. 10 corn, and also No. 1 size is increasingly short in offerings.

The general sentiment among buyers seems to indicate an expectation of better prices on corn (as soon as anything gets better).

Peas—The recent declines registered on some of the cheaper grades stimulated vigorous sales and the situation has now righted itself again. When the canners got together and talked over their troubles at the Milwaukee convention last week it was the feeling of at least some of those there that the recent market unsettlement had been at least partly encouraged by big operators who were needing further replenishments and created a condition to get them. However, if the resales to consumers are kept at the low levels possible, the statistical situation will no doubt be greatly helped.

It is the impression of some excellently posted foods men that there is an inadequate supply of cheap peas and that this will strengthen other grades, even creating a market for a lot of overgraded standards, so that they can sell at nearly an extra standard price.

Pumpkin—The fall pack is finished and it would appear that this will be a year of clean-up on that item. Very few canners report any surpluses on hand and jobbers have gone conservatively on pumpkin as on everything else.

Pumpkin may prove to be fine property after January 1st.

California Fruits—A fair movement of stocks from week to week, but little evidence of purchases beyond January 1st, as there is a feeling among the trade that they want to let 1930 take care of itself, and next year's problems on California fruits await commitments to be made at that time.

No doubt many lines will be broken because of short supplies, but the total quantity available is such that there will be no great inconveniences worked on anybody.

General Conditions—Canners cannot expect to escape from the general business readjustments now in process. Each year the situation has become more pronounced that manufacturers are exceeding consuming capacities, and under these circumstances it is only natural for the distributor to expect the producer to carry the load, and in many cases to create an extra demand through publicity.

Furthermore, many big operators who are a power in the distributing game are getting into the canning business with the avowed policy of working their plants to capacity as their worries about ultimate disposal are secondary.

All of these features should be most carefully weighed by canners in shaping their policies for sale of stock on hand and for 1931 operations. Old-fashioned methods of producing and selling are going through a big readjustment and it behooves every canner to go to all trade conventions and to counsel most carefully with his brokers and adopt plans which are appropriate to conditions which we must all face.

OZARK MARKET

By "OZARKO,"
Special Correspondent of "The Canning Trade."

Few Sales Other Than for Canners Forced to Sell—Prices Easy—Canners Storing the Goods—Better Prices Confidently Expected Later — Beans and Greens Quiet and Unchanged—Meeting of Canners Shows Pack 400 to 500 Cars Short of the 1929 Pack.

Springfield, Mo., Nov. 13, 1930.

SALES SPOT TOMATOES—There were fewer cars sold during the past week than total sales of the previous week. All the cars sold last week were for account of canners in financial distress, being in urgent need of ready cash to meet maturing obligations. The cost of packing seems to have been given no consideration, and canners are taking their losses at about the following range of prices: No. 1 standard, 10 oz., 42½c dozen; No. 300, 14½ oz., 57½c dozen; No. 303, 16 oz., 60c dozen; No. 2 standards, 65c, 67½c, 70c; No. 2½ standards, $1.00 to $1.05; No. 10 standards, $3.50.

The principal sales of last week consisted of straight cars of 2s standards, and all sales made for immediate or prompt shipment.

Canners Storing—The principal holdings of tomatoes in the Ozarks, which are in the hands of canners financially strong, are being stored away, to be marketed later on, when there is a better demand, and when it is expected that the ruling market prices will be at least on the basis of 2s standards, 75c f. o. b. factory points, with the usual differential for other sizes. Canners tell us that even on this basis they will not have any margin of profit. Some canners believe that by the opening of spring business there will be a more active demand for tomatoes, and that more than likely the market price on 2s standards by that time will have reached a basis of 80c to 85c, f. o. b. shipping points.

Spot Green Beans—Very limited sales during the past week. Market prices on cut stringless continues unchanged. Canners asking for No. 2 standards 85c to 90c; No. 10 standards, $4.25 to $4.50. There are still a few cars of No 2 cuts of extra quality, and canners holding same expect to realize $1.00 per dozen, factory points, when the demand improves.

Greens—No change in market prices. Turnip Greens, No. 2 size, 85c to 90c; No. 10 size, $4.50. Mustard Greens, No. 2 size, 85c to 90c; No. 10 size, $4.50 to $4.75. These can still be bought for shipment in cars with tomatoes. However, straight cars are still available in the No. 2 size.

Canners' Meeting—The usual fall meeting of canners of the Ozarks was held on the 6th instant at Eureka Springs, Ark. While the attendance was very good, there were quite a few canners who did not find it possible to attend this meeting. It appears that the main object of this fall meeting was to bring all the canners together, and to compare notes and discuss generally experiences during the canning season just closed, and also to discuss in an informal way some plans as to the prices at which tomatoes will be contracted for next year's pack, and the advisability of a big reduction in the contracted tomato acreage. While the total pack of tomatoes in the Ozarks this year had not been tabulated, there was sufficient information brought out at this meeting to show that the total pack of tomatoes in the Ozarks this year was probably 400 or 500 carloads less than the pack of 1929. Other facts developed that canners of the Ozarks were holding unsold today, after having filled all the orders previously confirmed, including sales of futures, several hundred carloads of tomatoes less than they were holding unsold one year ago at this date. The consensus of opinion prevailed among all the canners present that there would likely be some firming up in the market prices on spot tomatoes when jobbing grocers and other carload buyers begin to replenish their stocks. There was more or less discussion at this meeting in reference to plans for the regular annual meeting of the Ozark Canners Association, which will be held in Springfield, Mo., the first half of January—if any date was set for this annual meeting we have not yet been advised.

General Business—While it is the accepted opinion of trades people generally that there has been some noticeable improvement in business throughout the Ozarks, at the same time nothing like the volume of business is bein done at this time by retail merchants generally, and jobbing grocers, as compared with the usual heavy volume of business that has been done at about this period in each year for many years past, due to heavy deliveries of orders that jobbing grocers had been accumulating for future delivery for the past several months. We are told by salesmen who cover a large territory in the Middle West, dealing largely with wholesale grocers, that business conditions appear to be better here in the Ozarks than in many other localities, including the larger cities in the section mentioned.

GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

Alabama Failed to Get a Shrimp Pack This Season—This Week's Pack Little Better Than Last—Oysters Moved Very Well This Week.

Mobile, Ala., Nov. 13, 1930.

SHRIMP—Heflin and the Alabama pack have something in common, Alabama didn't get a shrimp pack this season for the same reason that Tom Heflin, senior senator from Alabama, did not get re-elected this month. Both lacked what was needed to put it over. Alabama needed the shrimp and Heflin the votes.

Our senior senator is very much peeved and worked up over his defeat at the polls on November 4th, and a press dispatch from Washington, D. C., says that he has appeared before Chairman Nye, of the Senate Campaign Fund Investigating Committee, and laid charges of fraud in the Alabama election.

The thing which seems to have Heflin buffaloed more than all else is that for thirty years the farming element of Alabama has flocked to him and they have elected him every time he ran. This time in his senatorial race for re-election, the farmers failed to respond in their usual number and John H. Bankhead, his opponent, beat him by the healthy margin of 46,000 votes, notwithstanding the fact that Heflin predicted in his pre-election speeches that he was going to be re-elected by a 100,000 majority. It came so sudden and just when he thought that he had the Alabama farming vote trained to eat out of his hand, that it is very difficult for him to realize what actually has happened.

It is all very plain, except to Heflin, that the farmers have grown a bit weary of Heflin's tactics and they exercised their franchise in a different manner than heretofore, thus bumping him off and electing J. H. Bankhead in his place, a thing which Heflin had not the remotest idea would happen; so it's no wonder that he don't know what's all about.

Well, Tommie old boy, go to it, and if you have any luck in getting your Senate colleagues to bring back the prodigal voters into your fold, we might be successful in getting the Senate to legislate the wandering crustaceans back onto these shores where they can be taken into the nets of the shrimpers; otherwise, it looks like the fall shrimp pack in Alabama is a dead issue and your political career is at an end.

The shrimp pack in this section this past week was a little better than last, but the weather has now turned bad—rainy with choppy seas, which will keep the trawl boats tied alongside the docks waiting for the weather to settle. However, the shrimp continue to be of good size, and this naturally turns out a quality pack.

Not that a quality pack can not be turned out of the smaller size shrimp, but for some unexplained reason the trade has classed the large shrimp as fancy and are

willing to pay a better price, yet the smaller shrimp are decidedly tenderer and more delicious.

Frogs are classed in the same manner by the trade. The small frog legs are tenderer and more delicious, yet the consuming public will pay a premium for large jumbo frog legs. These are peculiarities of the business.

In raw, headless shrimp, it is easy to understand why the trade prefers the large ones to smaller shrimp, because the smaller ones, being more perishable, they break and mash up in shipping them, whereas the large shrimp carry much better, but this is not altogether the case with canned shrimp, except possibly that as the small shrimp are tenderer, they may look more shabby after being shook up in the cans in handling them and after remaining in the cans a considerable length of time; whereas the large shrimp retain their plump, clean-cut shape almost indefinitely.

Except for forced sale and those packers that get nervous when they see a few cases of shrimp on the floor of their warehouse, the following prices most likely will prevail on canned shrimp: No. 1 small, $1.30 per dozen; No. 1 medium, $1.50 per dozen, and No. 1 large, $1.70 per dozen, f. o. b cannery

Oysters—Oysters moved very well this past week, due to the cold, fair weather that we had in this section, and both the raw shippers and the cove oyster packers profited by the drop in the thermometer.

Cold weather stimulates the oyster business like nothing else does; so let's stand on the good side of the weatherman and see if he can't be more generous in dispensing his Arctic product.

The activity of cove oysters invariably looms up the prospects for an oyster pack, but the situation should be studied from more than one angle and, above all, bear in mind that what in normal times was considered a light stock on hand may not turn out to be a light one these days and times; besides the dealer and jobber buy for tomorrow only what he believes that his trade will clean up on that day, and if he loses any sale on account of having run out of stock, it is just the sale of that much goods lost to the producer and never to be made up; hence in the run of a season it reduces consumption to an amazing degree, and when the new pack comes in it finds the canner with a carry-over that would not have existed if the dealers and jobbers had carried a surplus themselves and thus prevent the loss of a single sale.

Under the circumstances, in order to cope with the situation, it is necessary for the packer to practice to a certain extent the same conservative methods of producing that the jobber and dealer does in buying, and better to run chances of losing a sale than to have a big carry-over when the new pack comes in. Of course, the blunt of carrying a surplus falls heavier on the canner in these depressed times than in prosperous ones, and comparatively the packers have to carry a larger stock, and it is this that makes it so difficult for a producer to keep his head above the water, much less make a profit.

There is not very much change in the cove oyster market and the little spurt in demand brought about by the cold weather will serve to strengthen the prices of $1.15 per dozen for 5-ounce cans and $2.30 per dozen for 10-ounce cans, f. o. b. factory.

Sweet Potatoes—The sweet potato pack moved fairly well this past week with favorable weather prevailing, but this week started off with rainy and sloppy weather, which is destined to last several days, and will hold up the digging of potatoes, hence the sweet potato pack will be curtailed to the extent that the unfavorable weather affects it.

The price of sweet potatoes is 95c per dozen for No. 2s, $1.20 per dozen for No. 2½s, and $4.50 per dozen for No. 10s, f. o. b. cannery.

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

Farmers' Convention Arouses Interest—Spring Instead of Winter Weather—Small Orders the Rule—Pears Weakest of List—Heavy Pack in Northwest and Light Export Cause—Apricot Growers Figure Their Losses—Small Holdings of Tomatoes Surprise Even the Canners—Canned Fish Dull.

San Francisco, November 13, 1930.

FARMERS' CONVENTION—Growers and canners alike are showing much interest in the sixty-third annual fruit growers and farmers convention, to be held at Los Angeles, December 17, 18 and 19. Discussion of trade practices in the distribution and sale of California farm products will be featured and speakers of national importance will be heard. For the first time commissioners of agriculture of the eleven Western States have been invited to attend the farmers' convention, which is to be held under the auspices of the California State Department of Agriculture, and members of the California Legislature have also been asked to be present. Marketing and trade practices will be discussed the first two days, with the third day given over largely to standardization and quarantine. The co-operative program entered into this year between growers and fruit canners, which resulted in a marked curtailment of the canned cling peach pack, and which netted all growers of No. 1 fruit the same returns, regardless of whether their fruit was harvested or not, will be outlined. C. C. Teague, California member of the Federal Farm Board, will deliver or send a message to fellow Californians and A. B. Denman, another member of the board, is expected to be in attendance.

Spring—Weather conditions in California continue ideal for physical comfort, with spring-like temperatures prevailing, but a touch of real winter would be welcomed by all. Fresh vegetables are still available in quantities, and strawberries and raspberries are offered at about the same prices as prevailed six or seven months ago. The canning of tomatoes has come largely to a close, but the fresh vegetable markets are flooded with offerings, interfering with the movement of the canned article. A heavy rain would be of immense benefit to farming and business interests alike.

Small Orders—The steady flow of small orders, which has been the feature of the canned food market during recent months, is wearing away stocks, and many lines are now in light supply. Many canners are finding it difficult to fill orders in full, and even on peaches, which were in such heavy supply last year, there are items scarcely to be located, even in this market. With the advent of cold weather in the East and

Middle West an increased demand has been noted for canned fruits, and both rail and water shipments have been speeded up during the past ten days. Shipments with California canners generally for the season to date are ahead of those of the corresponding period of last year, and prospects are very bright for a very close cleanup.

Pears—The weakest item in the canned fruit list seems to be pears, but there are indications of an improved demand for this article. A heavy pack was made in the Pacific Northwest this year, with packers quoting rather lower prices than those named by California interests. A considerable part of the pack of Oregon and Washington has been disposed of, and the California pack is now commencing to receive more attention. The export demand, which is usually quite marked at this season, has been very light, but if this approaches normal before the end of the year the troubles of the canners will be largely at an end, as far as this fruit is concerned.

Apricots—Growers of apricots in Stanislaus county report that they sustained a loss of $42.27 an acre this year, owing to the low price received for canning fruit. Last year a profit of $285.59 an acre was reported, and the net profit for four years averaged $64.11, which is considered quite satisfactory. Canners lost heavily on last year's pack, owing to the break in prices and the extensive carryover, and made a 50 per cent reduction in the pack this year.

Tomatoes—Now that the canning of tomatoes has come to an end, with the exception of one or two plants still operating on tomato paste, canners are going over unsold stocks, and the smallness of these is proving a surprise to many. While business in this line is not especially brisk, the sales that are being made are at the same figures that have been prevailing for weeks, California canners having declined to be stampeded toward lower prices, as has been the trade in some other packing centers. Sales generally are on the basis of $1.05 for No. 2½ standards and $1.50 for solid pack, with other sizes in the usual proportion. For the better known brands even slightly higher prices are ruling.

Salmon—The demand for canned salmon and sardines is of a rather dull, routine nature, but the trend toward lower prices seems to have been effectively checked. Salmon, in particular, is being more firmly held. Stocks of red salmon are largely out of first hands, and interest is now centering largely on pinks. Associated salmon packers recently reported 5,000,000 cases handled in the season ending October 1, the largest movement in the history of the industry.

Exports—Canned and prepared fruit exports from the San Francisco customs district for the fiscal year ending June 30 totaled 170,338,718 pounds, valued at $19,982,299, according to figures just released. This was less than the figures of the preceding year, but gains were made in apricots, fruits for salad and canned berries. The United Kingdom continues to be the best customer for California canned fruit sent abroad, and takes more than 70 per cent of this, but absorbs less than 25 per cent of the exports of dried fruit.

Contracting Tomato Acreage—Some extensive contracting of tomato acreage for 1931 has been done of late by packing plants in the Greater San Francisco field, with $15 a ton mentioned as the price for canning stock in some of the contracts. This is the same price that has ruled for several seasons.

CANNING NEWS AND NOTES

What's doing in all parts of the Country. New firms, changes, etc.

Resting—Mr. W. R. Roach, of the company bearing his name, has been confined to his home since last July suffering from an attack to the muscles of his heart. "Uncle Billy" has been ordered by his doctor to take a complete rest for several months. This he plans to do this winter. Although incapacitated in this manner, Mr. Roach is in constant contact with his business through visits to his home by his able lieutenants.

On Deck—After an absence of several years from the Wisconsin Conventions, Harry (Pop) Kronau was back on the scene at the Wisconsin meeting. He is just as spry as ever and "rarin' to go."

Fig Growers Meet—The fourteenth annual California fig institute was held at Exeter November 7 and 8, with fig growers and packers in attendance from throughout the state. Ways and means of increasing the consumption of canned figs came in for discussion. California now produces a large crop of figs suitable for canning, but makes use of only a small part of this.

Seek Deep Water Port—Shippers, canners, packers and merchants of Santa Clara county are lending support to a movement to secure a deep-water harbor for San Jose, and recently placed their claims before representatives of the United States Army board of engineers. This county is a heavy producer of canned and dried fruits and a deep-water port would greatly reduce transportation costs.

Makes Change—B. Maycock, for years engaged in the food brokerage business at Salt Lake City, has joined J. M. Springer, 24 California street, San Francisco, Cal.

Returns Home—James D. Dole, president of the Hawaiian Pineapple Company, Ltd., Honolulu, T. H., has returned to his island home after a stay of several weeks on the mainland, part of which was spent at San Francisco.

Former Canner Dead—Joseph Herspring, for years connected with the dried fruit and canning trade in California, passed away recently at Sacramento. At one time canning was carried on under the name of the John Herspring Company.

PNEUMONIA TAKES WILLIAM PIEZ, EUROPEAN CORRESPONDENT LINK-BELT COMPANY

WILLIAM Piez, European correspondent of Link-Belt Company, and a brother of Charles Piez, chairman of the board, Link-Belt Company, died at Brussels, Belgium, on November 2, after a week's illness.

Mr. William Piez, previous to his association with Link-Belt Company, was district manager of the Concrete Steel Company, Chicago. Since 1928 he lived at Paris, France, where he functioned as European correspondent of Link-Belt Company. He was born at Newark, N. J., in 1878.

What Canned Foods Distributors are Doing

Government Stresses Unfair Tactics of Packers in Consent Hearings—Chain Stores Effect Savings of Approximately 10% to Consumer in Chicago—California Chain to use Women Store Managers—H. C. Bohack Continues Expansion.

GOVERNMENT STRESSES UNFAIR TACTICS OF PACKERS IN CONSENT HEARINGS—Several important claims were brought forward by witnesses testifying for the government in the hearings now being conducted in the Supreme Court of the District of Columbia on the petitions of Armour & Co. and Swift & Co. to be released from the restrictions imposed by the consent decree.

Testimony to the effect that Armour & Co. has used unfair methods in driving small creameries out of business, introduction of correspondence between the two packers and officials of several railroads in which the meat packers promised shipments in return for the railroad purchasing equipment from companies in which the packers were interested and testimony that release of the packers from the terms of the consent decree would precipitate a war within the food industry that would result in the total elimination of the independent grocers were the most important features of the government's testimony.

William Castberg of Powell, Wyoming, described a "price war" carried on by Armour, Swift and the Beatrice Creameries in Wyoming in the latter part of 1927 and the early months of 1928. He testified that during the period mentioned above he was told by a representative of Armour & Co. that he could set the price of cream in his territory at any level that he wanted but whatever he paid, Armour would pay two cents a pound more for the cream. He said that the Armour representative told him that his company had a million dollars to put him out of business.

H. B. Teegarden, special attorney-general handling the case for the government, had previously introduced witnesses who testified that the large packers had used unfair methods in attempting to control the scrap fat market. In this field, however, the efforts of the packers consisted solely of offering slightly higher prices than the small scrap fat dealer.

All of this testimony has been introduced by the government in an effort to show that the packers have been guilty of unfair competitive practices in their business dealings and therefore should not be allowed to expand their activities as they could in case the cossent decree was modified.

While Mr. Teegarden admitted that the correspondence between the various railroad officials and Armour and Swift relative to the promises of the packers to give shipments to the railroads which purchased equipment from companies largely owned or controlled by the packers was not illegal he stated "they are relevant to the questions of what use will be made by the defendant packers in case they should be permitted to enjoy the business position which would result from modification of the consent decree."

"The danger of monopoly," continued Mr. Teegarden, "is something that may result from the way in which a corporation uses its power, and these instruments are illustrative of this." According to Mr. Teegarden, the two questions to be considered in connection with the evidence are (1) what influence did the industrial concerns really exercise, and, (2) what was the effect.

Frank J. Hogan stated that he admitted the identity and authenticity but that he objected to the admissibility of the letters containing correspondence between officials of the railroad companies. The court did not rule upon the objection.

Later several of the letters were identified by O. P. Parsley, of St. Louis, freight manager in charge of solicitation for the Missouri Pacific Railway Company as being those sent to him by the Swift company. Mr. Parsley stated that he could not positively identify several of the letters, however.

From the viewpoint of the average person, the testimony of several independent grocers to the effect that the release of the packers from the consent decree would virtually eliminate them from the food picture is the most important.

The feature of this testimony was that of Ernest Buffet, of Omaha, Neb., a retail dealer in meats and groceries, who stated, under cross-examination by Mr. Watkins, that if packers should enter the retail grocery trade they would take the place of the manufacturer, the jobber and the retailer. "It would be quite disastrous for any person buying through jobbers to try to meet that kind of competition," Mr. Buffet declared.

Mr. Buffet, under cross-examination of Frank J. Hogan, counsel for the packers, said that in his opinion if the packers confined themselves to the wholesaling of groceries they wouldn't affect the groceries any more efficiently or cheaply than they are now being handled, but he agreed that they might be able to absorb some of their overhead costs in wholesaling groceries along with their meat products.

Another important witness for the government was Jay D. Miller, vice-president and general counsel of the Sprague-Warner Company, of Chicago, manufacturers, wholesalers and distributors of food products throughout the United States. Mr. Miller testified that competition between his firm and companies permitted to use less-than-carload freight service would result in severe loss of business on the part of his concern. Should a competitor ship for very long in less-than-carload lots, "it would be very disastrous and would ultimately affect all jobbers throughout the United States," he said.

One of the most interesting developments brought out in the testimony of a government witness was the statement made by John A. Hartford, of New York, president of the Great Atlantic & Pacific Tea Company, that in the event of any happening causing his company to cease being served by the packers, the chain store system would go into the meat packing business itself and supply its own needs. Mr. Hartford stated that this move would be necessary as the independent packers would raise theis prices so high, that in self-defense the chain store company would have to enter the packing field.

Testimony of the government was expected to be finished the latter part of last week and the counsel's arguments are expected to be through by today or tomorrow.

Chain Stores Effect Savings of Approximately 10 Per Cent to Consumer in Chicago—In an interesting survey of "Prices of Chain and Independent Grocers in Chicago" recently published by the University of Chicago Cress the chain stores in that city are shown as operating at price levels only slightly below those of the independent grocer.

The survey, compiled by Einer Bjorklund, research assistant, and James L. Palmer, professor of marketing in the School of Commerce and Administration of the University of Chicago, covers prices asked by both classes for over seventy-five products of standard brand.

Saying that the saving effected to consumers through purchasing from a chain store unit would approximate 10 per cent, Bjorklund and Palmer continue "although it is impossible because of the differences between chain stores and unit stores, and because of the influence of special prices, to determine the price savings effected for the consumer by the chains, it probably approximates 10 per cent."

Stating that the service costs of the independent stores accounted for a large portion of the discrepancy between the two systems the survey finds that on the seventy-five items covered the chains were underselling cash-and-carry independents by between 9 per cent and 10 per cent. The margin of difference between the chains and the service independents was even greater, the latter class being undersold by between 11 per cent and 12 per cent. In turn, however, the cash-and-carry independents were underselling the service independents between 2 per cent and 3 per cent.

The authors emphasize, however, in considering these figures the differences in type of service must be considered as well as in the lines of merchandise offered. Without doubt, the survey continues, the service costs of the service independent accounts for a large part of the 11 per cent spread between the stores in this category and those of the chain store systems.

In considering the seventy-five items used in compiling the survey, it was found that chains were underselling the service independents on all seventy-five, and were underselling the cash-and-carry independents on seventy-three of the articles. The chains offered greater savings on the low-priced items than on the high-priced.

In the case of several of the higher priced articles, it was surprising to notice, more than 40 per cent of the independent stores were quoting prices below the chain store average. The service independents do not make as good a showing as the cash-and-carry stores, but in a few products, mainly those known as luxury articles, more than 30 per cent of the service stores quoted levels below the chain store average.

California Chain to Use Women Store Managers—Because women have behind them "centuries of housekeeping experience and therefore an inherent instinct for running food stores," a California chain, which already has twelve women managers, will use more in the future according to the retail trade bulletin of the Alexander Hamilton Institute.

Without identifying the chain in any way, except to reveal that it operates over one hundred and fifty stores in California, the bulletin quotes the organization's personnel managers as follows:

"Their stores, we find, are as neat as pins. Their window displays show good taste and good judgment. Their sales talks are sound, interesting and intimate, because our buyers are mostly women."

However, vanity plays an important part in the decision not to place women in certain of the chain's units. The company has found that it is more advisable to place a man in charge of a store where the majority of customers consist of young women. The reason for this is vanity. No woman feels like asking another woman how to cook an item and usually young women are none too sure of themselves. Yet they would not hesitate to ask a man.

Just exactly how far this experiment will be carried out is problematical as there are as many convincing arguments against a woman assuming a position of this responsibility as there are for it. Many problems that a store manager of the average chain store unit would have to face would be apt to be a little too much for a woman. A woman as advisory manager would be a more logical procedure.

H. C. Bohack Continues Expansion—In a statement issued with the November dividend check the H. C. Bohack Company, which operates a chain of grocery stores throughout Long Island, takes an optimistic view of the present business depression and calls attention to the expansion program of the company. The company expresses the view that although it may be necessary to work harder for the same dollar than last year, it is entirely feasible to do so.

While the present expansion program was started just about a month before last fall's stock market crash started the present business depression, these circumstances have not been allowed to interfere with the program and all details have been carried out. For considerably over a year the company has been steadily expanding, opening new stores day after day and thus creating new jobs. Up to the present time, the expansion program has resulted in adding more than eight hundred men to the payroll at a yearly increase of over $1,000,000. The company plans to continue to invest money in industrial buildings in which to carry on its work.

To keep the volume of business at a profitable level the flow of merchandise must not be interrupted. On the other hand, the consumer must have the power to purchase. The creation of new jobs is one of the most effective ways of achieving this end. The buying power created by those additional men and stores has to be filled and in filling these needs, a further stimulant for business in general is furnished. The whole thing works in a cycle with benefits being derived from everyone participating in it.

The statement shows steadily increasing sales in spite of the increased purchasing power of the dollar as compared with last year. The actual tonnage of the goods sold shows even a larger percentage increase over 1929 than the dollar volume of sales.

With the promising outlook of this company and the firm background furnished by the conservative policy used in extending the operations of the company, it is exceedingly likely that this is one grocery chain that will come through the present economic depression in exceptionally favorable financial shape.

A. & P. Aids Unemployment Relief Fund in Chicago—The Great Atlantic and Pacific Tea Company last week announced in full-page advertisements in newspapers in the Chicago territory that it would donate to the United Charity Organization a quarter of a cent on each loaf of bread sold by the company.

The chain store company stated that this would not only contribute a substantial sum to the organization's fund for the relief of unemployment, but would undoubtedly stimulate the consumption of bread and thereby tend to relieve the farmers of their surplus stores of wheat through providing a larger market. While sales of the company's bread for the week were reported as substantially above the previous week's level, exact figures of the increase in business, if any, were not available. However, the project resulted in the United Chrity organization receiving quite a sum of money towards its fund for the aid of the unemployed, it is believed.

Prospects of other food chain systems in the Chicago territory utilizing the same method of donating a specified amount of money to charity organizations, received through the sale of some stated article, are favorable, although no other companies have made any definite statements as to the likelihood of their carrying out any such move. This endeavor on the part of one company to aid in the present economic depression puts the other companies in rather unfavorable light if they do not follow suit. After all, it is the public that makes the chain store system, and they in turn should help the general public and particularly those unfortunate enough to be out of work and short of money at the present time. It would not be a bad idea for some of the larger chain store systems who have shown in their recent earnings reports that they have been making plenty of money, to come forward and donate a certain percentage of a stated week's receipts towards a general unemployment fund.

Such a move would go far towards building up public goodwill for the chain stores, and with the present flood of anti-chain tax laws, either already passed or before State legislatures, any means of building up public opinion in favor of the chain store systems should be utilized.

It would not cost the company sponsoring such a move much and would result in goodwill that would be valued many times above the comparatively small money sacrifice that the chain system would have to make.

KRAUT PRODUCTION VS. SALES

Balance the Scales by Increasing Sales
A Lesson for All Canners

By Roy Irons.

MODERN methods of manufacture, especially of Kraut, have been quite thoroughly and efficiently solved. But an important factor which is sadly in need of attention is—sales.

It is not difficult to make sales if you have the demand. Therefore, it is said the manufacturer who gives his whole thought to production and none to consumption or sales, is only half managing his business. The latter half drags down the first half. His entire business structure is out of tune. He builds and produces, and then expects the public to buy. It don't. The bank wants its money. To cure his sickness, he trys to create a demand by offering products below cost, which confuses the buyer and disturbs distribution. Demand should be created first.

The Twentieth Century Method of Merchandising Is Advertising. It is said that the manufacturer who merchandises his product at cut prices, has not studied his sales to the extent where he is a 100 per cent efficient executive.

If every dollar that is expended in production was evened up and a similar amount of money applied to sales (advertising) and distribution, a "Balanced Scale" in the business would result.

When you buy cereals, cigars and other advertised products, you contribute to their advertising costs. A solution to the problem on Kraut is this. Add 20c per cask or 1c per dozen tins to the cost of sales. This will amply pay for your proportion to the Association Advertising Campaign of your kraut. Your buyer will be glad to co-operate.

The Association through Advertising is the only one that has really sold the "Good-Will" on Kraut to the public.

Think this over and help contribute to the Association Advertising Campaign on Kraut in order to "Balance the Scale" by increasing the sales in your Kraut business.

Autos vs Seeds

The *Keen* Purchaser of an Automobile

Buys_____Transportation

The *Wise* Purchaser of a Car of Seed

Buys_____Re-Production

FIRST STEP IN SEED PRODUCTION – PLANT BREEDING

The *PRICE OF GOOD SEED* is but a small portion of the cost of growing an acre of peas or beans

Compared with

TAXES & INTEREST
PLOWING & HARROWING
PLANTING & CULTIVATING
HARVESTING & MARKETING

***PROTECT*—THE GROWER'S investment and his season's labor by furnishing him seed in which he can have the fullest confidence.**

—Blood Tells.

Rogers Bros. Seed Company

Breeders & Growers

CHICAGO, ILLINOIS

AS NEAR AS YOUR NEEDS

10

H & D PLANTS

No long hauls or tedious waits when you depend on H & D service for your corrugated fibre shipping box requirements. Ten fully equipped box making plants in the principal cities of the canning belt bring H & D Service as near as your needs for prompt and efficient attention. Information or samples and prices on request.

BOSTON, MASS.
119 Braintree St., Allston Station

NEW YORK, N. Y.
2 Lafayette St.

PHILADELPHIA, PA.
348 Drexel Bldg.

BALTIMORE, MD.
No. Haven and Fairmount Ave.

CLEVELAND, OHIO
1220 Terminal Tower Bldg.

SANDUSKY, OHIO
800 Decatur St.

MUNCIE, IND.
P. O. Box 357

KANSAS CITY, KAN.
Packer's Station

ST. LOUIS, MO.
5110 Penrose St.

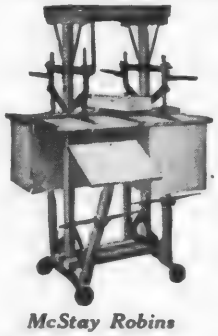
RICHMOND, VA.
P. O. Box 1538

THE HINDE & DAUCH PAPER COMPANY
800 Decatur Street Sandusky, Ohio

HINDE & DAUCH corrugated fibre SHIPPING BOXES

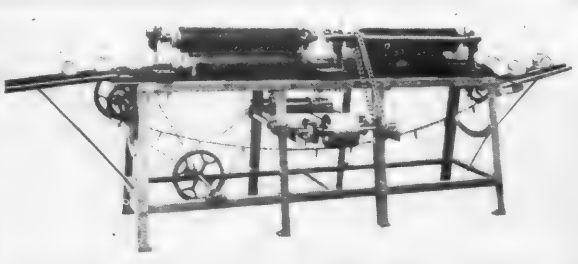
H&D

CANNING MACHINERY and SUPPLIES



McStay Robins Lightning Box Sealer

Closed Retorts



Robins Beckett Double Can Cleaner

A. K. ROBINS & COMPANY, INC.
LOMBARD and CONCORD STS., BALTIMORE, MD.

SMILE AWHILE

There is a saving grace in a sense of humor.
Relax your mind—and your body. You'll be better mentally, physically—and financially.
SEND IN YOUR CONTRIBUTION.
All are welcome.

WE'LL LOOK INTO THIS

Lady in butcher shop (indignantly)—Have you no scruples whatsoever?"

Butcher (amiably)—No, ma'am; but I can order you some for tomorrow."

DO YOU GET THIS?

Him—I'm sorry you're glad I'm mad at you.

Her—And I'm glad you're sorry I'm glad.

TROUBLE

Mother—Where's your father, Tommy?

Tommy—He's in his bedroom, mummy, talking to his collar.

ONE OF EVE'S TRICKS

Mother—Why did you strike your little sister?

Young Bobby—Well, we were playing Adam and Eve, and instead of tempting me with the apple, she ate it herself.

A STRANGLING EFFECT

Visitor—What do you think of capital punishment as a crime deterrent?

Warden—Well, none of the men we ever hung has been known to commit another crime.

JUST SO! JUST SO!

Don't you just love to see these young couples spooning in their parked autos these summer nights?"

"I'll say I do—I'm in the furniture business."

LET THERE BE LIGHT

Flapper, to cop at busy intersections—What's the idea; no lights here?"

Guardian of the Law—I'm the light at this corner, lady.

Her Majesty—Then turn green, so I can cross."

SHE MADE UP HIS MIND

Daughter—But, daddy, Jack wouldn't marry until he met the right girl, as he put it.

Father—How does he know you are the one?

Daughter—Why, I told him.

FISH IS RIGHT

Horace—What makes you think that girl you've been taking out taxicab riding is playing you for a fish?

Herbert—I just found out she was married to the driver.

AN OFF-COLOR PUN

This Man—See that white horse over there?

That Man—Yeah.

This Man—What's that black thing next to it?

That Man—That? Oh, that's a horse of a different color.

WHERE TO BUY

—— the Machinery and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

CORRUGATED FIBRE SHIPPING CASES.
Hinde & Dauch Paper Co., Sandusky, O.

ADHESIVES, Pastes and Gums.
F. G. Findley Co., Milwaukee, Wis.
Fred H. Knapp Corp., Ridgewood, N. J.

ADJUSTER, for Chain Devices.
Hamachek Mach. Co., Kewaunee, Wis.
Apple Paring Machines. See Paring Mach.

BEAN SNIPPER.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BEET MACHINERY.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Baskets, Wire, Scalding, Pickling, etc. See Cannery Supplies.

BELTS, Carrier, Rubber, Wire, etc.
Berlin-Chapman Co., Berlin, Wis.
La Porte Mat and Mfg. Co., La Porte, Ind.
Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.
Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.
Ayars Mach. Co., Salem, N. J.
Edw. Ermold Co., New York City.
Bottle Screw Caps. See Caps.

BOXES, Corrugated Paper.
Hinde & Dauch Paper Co., Sandusky, O.

BOX (Corrugated) SEALING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.
Boxes, Corrugated Paper. See Cor. Paper Prod.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
Westminster Machine Works, Westminster, Md.

BROKERS.
J. Harry Cain, Baltimore.
Howard E. Jones & Co., Baltimore.
Phillips Sales Co., Cambridge, Md.
Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, etc.
A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Cabbage Machinery. See Kraut Mchy.

CANNERS, Fruits and Vegetables, etc.
California Packing Corp., San Francisco.

CAN COUNTERS.
Ams Machine Co., Max, New York City.
Ayars Mach. Co., Salem, N. J.
Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.
Can Markers. See Stampers and Markers.

CAN SEALING COMPOUNDS.
Ams Machine Co., Max, New York City.

CAN WASHING MATERIALS.
J. B. Ford Co., Wyandotte, Mich

CANS, Tin, All Kinds.
American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Can Stampers. See Stampers and Markers.

CAPPING MACHINES, Soldering.
Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Capping Steels, Soldering. See Cannery Sup.

CARRIERS AND CONVEYORS, Gravity.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Gravity, Spiral. See Carriers.

CLEANERS AND CLEANSERS.
J. B. Ford Co., Wyandotte, Mich.

CLEANING AND GRADING MACHY., Fruit.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.
Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Chicago.

CLOSING MACHINES, Open Top Cans.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.
Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

COOKERS, Continuous, Agitating.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.
Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.

COPPER COILS, for Tanks.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Copper Jacketed Kettles. See Kettles, Copper.

CORKING MACHINES.
Edw. Ermold Co., New York City.

CORN COOKER-FILLERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN SHAKERS.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.

CORN HUSKERS AND SILKERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
United Company, Baltimore.
Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, etc.).
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Prt. & Litho. Co., Cincinnati, O.
Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy

CULTURES, Inoculation.
Strasburger & Siegel, Baltimore.

DECORATED TIN (for Cans, Caps, etc.).
American Can Co., New York City.
Continental Can Co., New York City.
Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach

DRYERS, Drying Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.
Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

FIBRE CONTAINERS for Food (not hermetically sealed).
American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc.
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Printing & Litho. Co., Cincinnati, Ohio.
Fillers and Cookers. See Corn Cooker-Fillers
Filling Machines, Bottles. See Bottlers' Mchy

FILLING MACHINES, Can.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Filling Machine, Syrup. See Syruping Mach

FINANCING AND WAREHOUSING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

FINISHING MACHINES, Catsup, Etc.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.
Huntley Mfg. Co., Brocton, N. Y.
Fruit Presses. See Cider Makers' Machinery
Gasoline Firepots. See Cannery Supplies

GENERAL AGENTS for Machinery Mfrs.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Generators, Electric. See Motors.

WHERE TO BUY---*Continued*

GLASS-LINED TANKS.
Sprague-Sells Corp., Chicago.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.
Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, etc.
Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.
Canners' Exchange, Lansing B. Warner, Chicago.
Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.
Sprague-Sells Corp., Chicago.

KETTLES, Copper, Plain or Jacketed.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT CUTTERS.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT MACHINERY.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

LABELING MACHINES.
Edw. Ermold Co., New York City.
Fred H. Knapp Corp., Ridgewood, N. J.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
Westminster Mach. Works, Westminster, Md.

LABEL MANUFACTURERS.
H. Gamse & Bro., Baltimore.
R. J. Kittredge & Co., Chicago.
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.
National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

LIMA BEAN RUBBERS.
The Scott Viner Co., Columbus, O.
Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Molasses Filling Machine. See Filling Mach.

OYSTER CANNERS' MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.
Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Corrug. Paper Products.

PARING MACHINES.
Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.
Edw. Ermold Co., New York City.
F. G. Findley Co., Milwaukee, Wis.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.

PEA CANNERS' MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Scott Viner Co., Columbus, O.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PEA HULLERS AND VINERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEA VINE FEEDERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEELING KNIVES.
A. K. Robins & Co., Inc., Baltimore.
Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.
Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.
Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

PULP MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, Air, Water, Brine, Syrup.
Ams Machine Co., Max, New York City.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.
Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers). See Cany. Sup.

SALT DISTRIBUTING MACHINE.
A. K. Robins & Co., Inc., Baltimore.

SEALING MACHINES, Box.
A. K. Robins & Co., Inc., Baltimore.
Fred H. Knapp Corp., Ridgewood, N. J.
Sanitary Cleaner and Cleanser. See Cleaning Compounds.
Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottle. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.
Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.

SIEVES AND SCREENS.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Baltimore.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Sorters, Pea. See Cleaning and Grading Mchy

SPEED REGULATING DEVICES (for Machines. Belt Drives, etc.).
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.
Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.
Ams Machine Co., Max, New York City.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.
STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, etc.
A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.
Sprague-Sells Corp., Chicago.

STRING BEAN MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.
Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Tables, Picking. See Canners' Machinery.

TANKS, Metal.
Berlin-Chapman Co., Berlin, Wis.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

TANKS, Glass Lined, Steel.
Sprague-Sells Corp., Chicago.

TANKS, Wooden.
Sprague-Sells Corp., Chicago.

TELEPHONE, TELEGRAPH, Quick Service.
Amer. Telephone and Telegraph Co.—Everywhere
Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE.
American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.
A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Variable Speed Countershafts. See Speed Reg

VINERS & HULLERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

WAREHOUSING AND FINANCING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.
Washers, Bottle. See Bottlers' Machinery.

WASHERS, Can and Jar.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetable.
Ayars Machine Co., Salem, N. J.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Baltimore.
Scott Viner Co., Columbus, O.
Sprague-Sells Corp., Chicago.
Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply Systems. See Tanks, Wood.

WYANDOTTE, Sanitary Cleaner.
J. B. Ford Co., Wyandotte, Mich.

Judge Syrupers

Positive Measure---High Speed---Non-Spill
Automatic Disc-feed

FOR

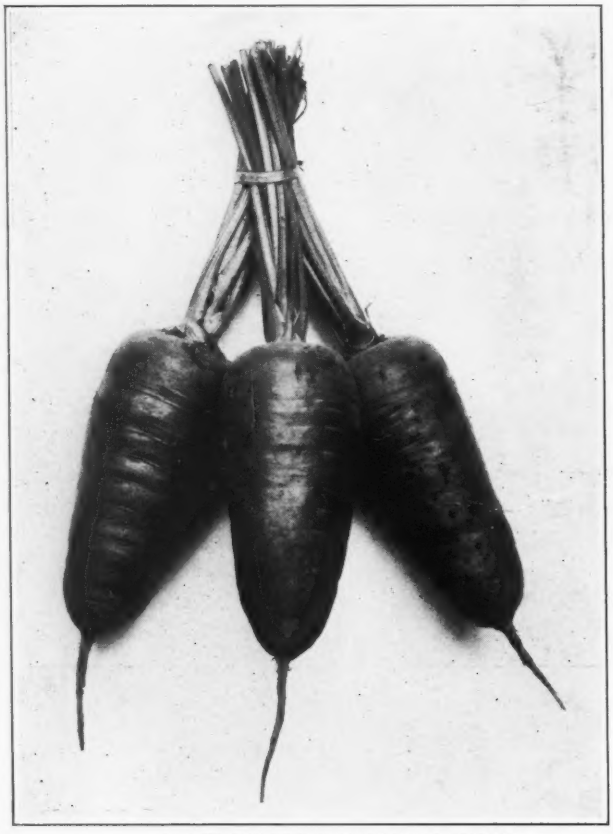
Syruping Fruits and for Liquid Filling

E. J. JUDGE

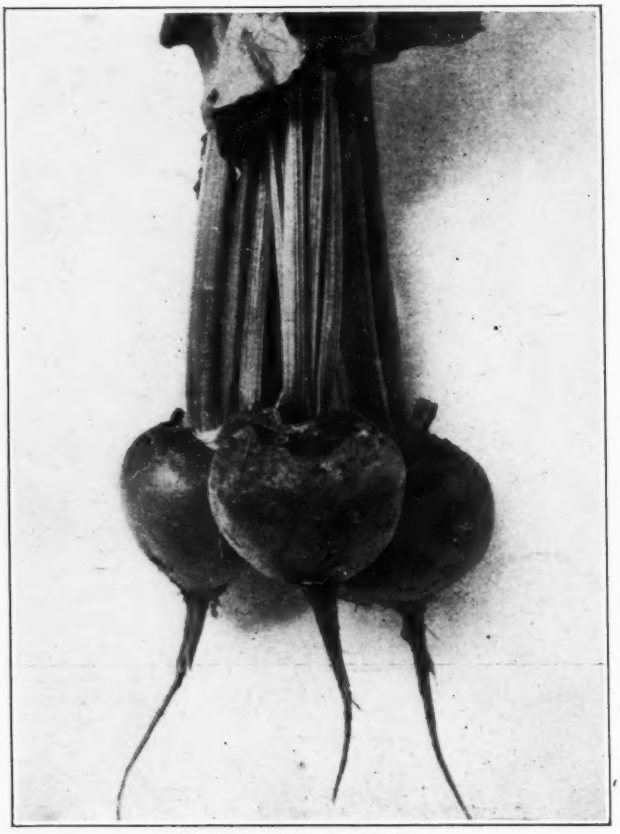
P. O. Box 238 ALAMEDA, CALIF.

KITTREDGE LABELS CHICAGO

DEPENDABLE SEED



IMPROVED CHANTENAY CARROT
(with core same tint as color of flesh)



DETROIT DARK RED BEET

An IMPROVED CHANTENAY CARROT with fine smooth surface and deep orange-red color. The interior flesh and small core also have the depth of color so necessary for an attractive pack of diced carrots.

We Can Also Furnish The Nantes Coreless Carrot.

Our strain of DETROIT DARK RED BEET, bred specially for canners' uses, is a leader in producing the color and texture essential to a quality pack.

Continuous Intensive Breeding Ground operations give assurance of uniformly high quality.

NATION WIDE IN SERVICE
PERSONAL in relation to the INDIVIDUAL CUSTOMER

Associated Seed Growers, Inc.

Comprising

The Everett B. Clark Seed Co. John H. Allan Seed Co. N. B. Keeney & Son, Inc.

Breeders and Growers of all Kinds of Seeds That Canners Use

New Haven, Connecticut

PRODUCTION BRANCHES IN TEN STATES